

# CO-OPERATIVE MARKETING NUMBER

M. McRae,  
Federal, Alta.  
45:1-374

# THE U.F.A.

OFFICIAL ORGAN OF  
THE UNITED FARMERS of ALBERTA

Vol. III.

CALGARY, ALBERTA, DECEMBER 1st, 1924

No. 28

## The Old Way of Marketing and the New







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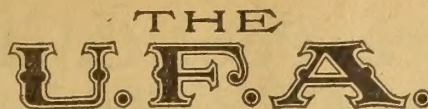
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## CIRCULATION

Average paid circulation  
Average 6 months ending Oct. 15..22,251



Published by  
THE UNITED FARMERS OF ALBERTA  
LOUGHEED BUILDING  
CALGARY - ALBERTA  
Editor:  
W. NORMAN SMITH

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## EDITORIAL

## THE NEW CO-OPERATIVE POOLS

In the current issue the committees appointed for the purpose of organizing the new Pools, report upon the results of their work, and submit to the farmers of Alberta definite plans for the organization of the Pools.

Since the last Annual Convention, when the Co-operative Marketing Committee of the U. F. A. was instructed to take steps towards the formation of the new co-operative marketing agencies, very thorough inquiry has been made into all the problems involved. The plans described in these pages are the result of negotiations which have been proceeding for many months past, and of the considered judgment of the committees, who have had the inestimable advantage of the advice and assistance of Mr. Brownlee.

The successful launching of the new Pools will depend, in the main, upon the farmers themselves. There is undoubtedly a strong desire in all parts of the Province that the principle of co-operative marketing, which has been applied with marked success in the handling of wheat, shall be extended to the handling of these other farm commodities. The success of the Alberta Wheat Pool paved the way for the extension of this principle to wheat marketing throughout the Prairie Provinces. The establishment of successful Alberta Pools for the marketing of other products of the farm may be expected to produce similar results.

\* \* \*

## U. F. A. MEMBERSHIP

The membership of the U. F. A. at the end of October was greater by approximately two thousand than it was at the corresponding date last year, and there is every prospect that the end of 1924 will find the organization substantially strengthened in numbers as compared with 1923. The achievement of this result, however, will depend, for the most part, on the efforts which Local members and Local officers can put forth during the next few weeks. Mr. German points out elsewhere in this issue that the rapid organization of the Wheat Pool in 1923 would have been impossible had the drive not been preceded by many years of pioneering work through the Locals of the U. F. A. It was as a result of this long period of preparation that, when the proper time came, Alberta was equipped with "the necessary mass intelligence and organized machinery to do the job."

\* \* \*

## IRRECONCILABLE SYSTEMS

The United Farmers of Ontario have definitely withdrawn from political action and a political convention has been held

for the purpose of organizing a new "Progressive" party. Ex-Premier Drury has spoken in no uncertain terms in endorsement of the principles of the old party system. He has also expressed himself in terms just as certain in condemnation of all economic class organization, even the development of class consciousness.

This should entirely clear the air, as it no longer leaves any doubt as to where the Progressive party stands or will stand under reorganization, and it should leave no doubt in the minds of the membership of the U. F. A. as to where as an organization they stand.

It would seem to be perfectly clear that the U. F. A. must hold unwaveringly to its principles of political action as defined in the resolution of the Annual Convention of January, 1919, or definitely turn back to the political party system.

The old so-called Progressive party has been trying to occupy neutral ground between these two irreconcilable systems for the past four years, and finds its position untenable.

The stand which the new Progressive party has taken in favor of partyism as opposed to organized citizenship is very clearly defined in an editorial appearing in the Grain Growers' Guide of November 26th. The editorial in full is as follows:

"With the United Farmers of Ontario going out of politics as an organization, the logical step was taken at the political conference held in Toronto, on November 18th, when the Ontario Progressive party was formed under the leadership of E. C. Drury, former Provincial Premier. This represents a victory for the advocates of broadening-out, around which there has been considerable, and at times, stormy discussion.

"The new party is not a farmers' party; it is a new political party which will make its appeal to all classes of citizens, and open its membership to the entire electorate. Although not a farmers' party, the Ontario Progressive party owes its existence to the farmers of Ontario; as Mr. Drury stated, 'the Progressive movement has its roots deep in the soil.' If the policies of the Progressive party have an attraction for citizens in general, it is because the farmers set out deliberately to promote the national welfare. It is impossible to confine national policies to a class; every party the world has seen which has advocated reforms of a national character, has been a party as national as its policies. The British Labor party had its origin in the class efforts of trades unionists to secure legislation in their own interest; the party today is a national party, because its political principles and its avowed policies transcend class interests and affect the entire nation.

"It would, of course, be possible to have a farmers' party pure and simple in Canadian political life. There are agrarian parties in other states, but such parties exist to promote the special interest of the class they represent. The Progressive party never has had in its platform reforms of a purely class character; what it stood for touched the whole of the people. What has been strongly urged within the party, and, unfortunately, has led to much misunderstanding, is that Parliamentary representatives should represent a permanently-organized body of electors. This simply means that those who have the right to vote should deliberately assume the obligation of assisting in the creation of democratic opinion through organization. Obviously that is an entirely different thing to class representation or class organization, and there is no doubt whatever that one of the great needs in a democratic nation is an adequate dissemination of knowledge, the creation of facilities for discussion, and the organization of opinion.

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# Alberta Livestock Pool Completes Plans for Province-wide Co-operative Marketing Agency---Form of Organization

Whole Structure of New Association Will Rest on Contract Basis—Plan Blocks Possibility of Allowing Organization to Drift Into Hands of a Few

By M. A. McMILLAN, Tees

Before applying themselves to the task of working out a form of organization for the new association of co-operative live stock producers of Alberta, those to whom this task was entrusted went far afield for information, and sought to bring to bear upon their work the benefit of experience of all others in this particular line of endeavor. They made rather exhaustive research of the plans which had been put into practice in years gone by, of those which had proved failures; of remedies applied or changes made, and to what extent these remedies or changes had corrected the weaknesses of the various plans adopted. They studied more or less carefully the newer and more recent systems being tried out, and taking into consideration all existing conditions in Alberta, sought to blend the best features of each plan into one perfect whole.

## FUNDAMENTAL PRINCIPLES OF CO-OPERATION

Every co-operator should be sufficiently well grounded in the principles of true co-operation not to be misled by spurious schemes masquerading under the guise of co-operation. To become thus grounded is not difficult, for the fundamental principles are simple, and true co-operation has easily recognizable earmarks.

The first of these, and the most important, is genuine democratic control, a control which is truly democratic in nature, but not democracy gone mad. The members must have equal voice in the association's affairs, with full opportunity to make that voice effective. There must be no inner ring with special favors.

The second earmark of a successful co-operative organization is its equality of service to all its members. Any plan of so-called co-operation built upon the theory that the people do not know how to run their own business, and that there must be somebody at the top to run it for them, is doomed to failure. If the people do not know how to run their own business they must learn, for if they do not run it, it will not be run to their advantage. That the members may learn how to run their own business is the reason why co-operation must grow from the bottom up.

## VARIOUS DISTRICT PLANS NOW IN OPERATION

In this Province we have a large number of localities in which farmers have made great efforts to better their marketing conditions. In some districts, U. F. A. Locals have arranged among themselves for one of their number to supervise the loading of neighbors' stock in the making up of a

In this issue the directors of the Alberta Co-operative Live Stock Producers, Ltd., announce the plans which have finally been determined upon for the organization of a Provincial Livestock Pool. Mr. McMillan describes the form of organization adopted and the reasons which actuated the directors in deciding upon it. A. B. Claypool writes on the history of the Livestock Pool Movement; John Slattery submits a series of questions and answers which should prove of much assistance to prospective members of the Pool, and W. F. Stevens discusses other important aspects of co-operative marketing.

co-operative shipment. For this service, a fee is usually permitted. In other cases, quite large districts have arranged for the assembling of stock on a voluntary basis for shipment to a commission firm to be sold on the central market. Some districts use the same commission firm continually, while other districts keep changing their brokers. In still other cases, in the hope of getting their last dollar out of their stock, particularly in hogs, they sell direct to the packer.

In some districts the contract plan has been adopted and the organization assembles and ships only. In others the organization buys outright from its members, or makes a large initial

payment and sells where and in what way it deems best.

Another plan has been to have a "stock day," when hogs are brought in and buyers invited to bid on them, the highest bidders taking the hogs. In districts adopting this plan, little or no attention is paid to the marketing of cattle or sheep, which are usually sold to local drovers.

## BENEFITS LARGELY LOST THROUGH COMPETITION

Those who were instrumental in bringing into being these various forms of co-operative effort, and the farmers who participated in them soon learned that, while they were getting some benefit from their different schemes, they were not by any means getting the full benefit possible from co-operative effort, for each separate organization was competing against the other, and the individual shipper competing against them all.

Hence the demand arose for an organization which would embrace all forms of local effort, making it possible for every farmer who raised livestock to participate, with a view to putting the largest volume of livestock possible through one selling agency.

In co-operative marketing there may be said to be several stages, but for the purpose of this article only two will be mentioned. They are as follows:

First—Assembling, marking and shipping, which is local.

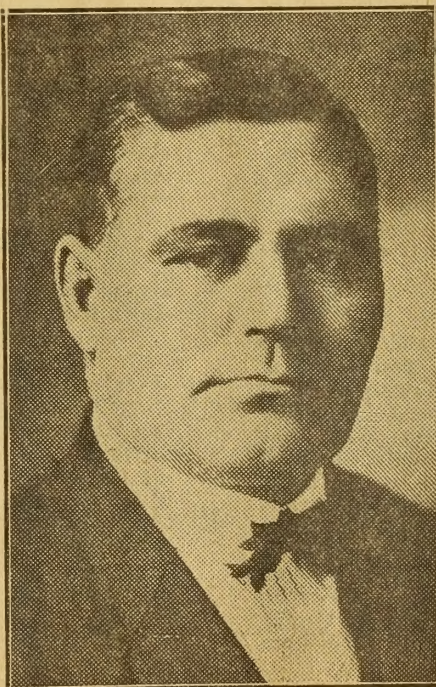
Second—Mingling, sorting and selling, which is central.

## CONTRACT SYSTEM DECIDED UPON

It was decided by the organizing board that the whole structure of the new organization should rest upon the contract basis, each member to sign a contract of five years' duration, the contract signers agreeing in the interests of efficiency and economy to form themselves into local associations for the assembling and shipping of stock to the order of the selling agency. The by-laws provide that the local associations must elect from their number a board of directors, and appoint a secretary. They will nominate their own shipping agent or manager and in all things do as they see fit, providing always that they do nothing which conflicts with the best interests of the enterprise as a whole.

For the purpose of electing the board of directors of the association, who will be seven in number, the Province is divided into seven districts, each containing a number of local associations. Each local association shall not later than July 1 each year, hold an annual

(Continued on page 8)



M. A. McMILLAN



# Alberta Dairy Pool Launches Plans for the Organization of Industry on Co-operative Basis---Terms of the Contract

Producers Now Asked to Sign Contract in Co-operative Pool Covering the Whole Area of the Province

By R. A. VAN SLYKE, Secretary Alberta Dairy Pool

## THE REASON

At the last Annual Convention of the U. F. A., held at Edmonton, a resolution was passed calling for the appointment of a committee by the Executive of the U.F.A., for the purpose of surveying the field of co-operative marketing of farm products, other than wheat. The resolution invested the committee with authority to organize different commodities, if they deemed it advisable.

This committee, originally four in number, increased their strength to seven and did some preliminary work. In June a meeting of dairy producers was held in Red Deer, when a committee representing them was appointed to co-operate with others engaged in similar work, to try and formulate a scheme for co-operative marketing of dairy products. This committee conferred with the Co-operative Marketing Committee of the U. F. A., and representatives from these two committees turned the work over to a Provisional Board of seven members, who were elected at a meeting of representative dairy producers, held at Red Deer, August 1st. This board, composed entirely of farmers, has carried on the investigation, and, after a thorough survey of the situation, has decided that the time is favorable and that it is advisable to launch a co-operative Dairy Marketing plan on a Provincial basis for Alberta. The reasons for arriving at this conclusion may be briefly stated as follows:

## FORWARD STEP OF 1922 LEGISLATURE

In 1922, the session of the Provincial Legislature overcame one of the greatest evils that has arisen in the butter production business; namely, that of cream buying stations. This was overcome by the complete elimination of the stations and the setting up of dairy standards under Government supervision. This benefited the farmer to a great extent in removing the costly method of gathering cream then in vogue and also by standardizing the product, thus putting Alberta butter in a position to compete equally with other Provinces on the world's market.

A further benefit was conferred by compelling all the creameries to pay at the same rate per pound for all butter fat at all their shipping points, less the small difference in freight or express haul.

## NEW EVILS TO BE CONTENDED WITH

Yet, it was found by experience that this immediately gave rise to another evil. Since the creameries could not establish cream buying stations at outside points, they were forced to set up some means whereby they could get in touch with the producers and en-

In a series of articles printed in this issue, R. A. Van Slyke, secretary of the Alberta Co-operative Dairy Producers, Ltd., outlines the reasons for the formation of the Pool, the plan of organization to be followed, and the results reasonably to be expected from the application of the principle of co-operative marketing to the handling of the dairy produce of Alberta.

courage them to ship to their plants. This was done by appointing agents or canvassers, as they are now called, who in turn have proved to be almost as great a drag on the producer as the original cream buying station.

Another innovation which has proven costly to the producer, is the policy of paying for each can as it is received. This necessitates an increase in staff to figure out each shipment and make payment accordingly, all of which expense must be borne by the can of cream. A great deal of money each year is wasted in cross shipments, whereby a can of cream will travel from its place of destination, with possibly a creamery within a few blocks of the railway station, to a distant point, where the producer is satisfied he gets better grades, or treatment, than he does from the creamery at home.

## GREAT SAVING POSSIBLE ON ONE ITEM ALONE

During the year 1920, according to a Government blue book, there was paid

in the Edmonton District (which had eight factories, with a production of a trifle over 4½ million pounds) a total of \$92,500 in express and freight on milk and cream delivered to the factories. In the Red Deer district, which had 17 factories, handling 1 1-3 million pounds of butter fat, the total freight and express paid was \$10,900. It will be seen from these statements that in the Edmonton district, handling a little over three times the amount handled in the Red Deer district, eight and a half times the amount of freight and express was paid. This would naturally lead one to believe that if the creameries were economically situated in the areas of production, a great saving could be effected on this one item alone.

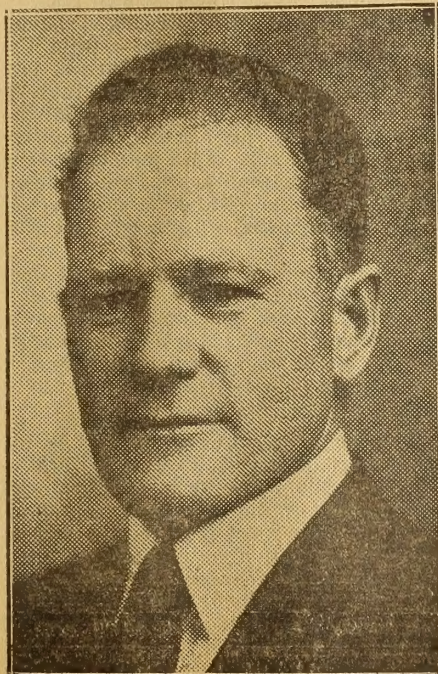
## PROVINCE-WIDE POOL ONLY FEASIBLE PLAN

The experience of co-operative dairy marketing schemes in Canada and the United States brings us to the conclusion that the only form advisable for us is a Province-wide pool. In the United States, according to the last Government report, there are 1273 farmer owned creameries. These are co-operative only to the extent that they are owned on a share capital basis by the farmers themselves. Consequently, any direct benefit in the way of patronage dividends is conferred upon those who own the stock. These creameries being individual and complete organizations within themselves are necessarily in competition with each other to a certain extent in marketing, although the creameries in one section, that with a 40-mile radius of St. Paul and Minneapolis, co-operated under one management and consequently have received greater benefits than those which are working individually.

## DAIRYMEN'S LEAGUE GREAT ACHIEVEMENT

Another, the New York Dairymen's League, whose membership is composed of 70,000 contract signers in the five States around New York City, have accomplished wonderful results for their producers, but these results have mostly been accomplished by the removal of surplus fluid milk. This surplus has been manufactured into several different forms and distributed all over the world. While this has helped them considerably it is easily seen that this plan was put into effect mostly to protect the fluid milk market of New York City and other cities supplied by the League. This plan has also been adopted by the Fraser Valley Milk Producers' Association, which for the present year is handling between 3¼ and 4 million pounds of butter fat. This association, operating in the country adjacent to the city of Vancouver, has now been in existence since 1917, and handles nearly all the milk that is consumed in the city of Vancouver.

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R. A. VAN SLYKE



# "New Canada Movement" Is Launched at Ottawa---Commends Organization of Farmers and Labor

Issues "Challenge to Canadians" of Other Classes to Follow Example of These Groups, Which Provide "Two Notable Exceptions" to Indifference of Citizens of Canada

Frankly and explicitly announcing that the formation of the Farmer and Labor groups "represents an advance in democratic development," a new national organization, with headquarters in Ottawa, has been created for the purpose, not of seeking to undermine the Farmer and Labor bodies in the interests of any political party, but of rousing the hitherto unorganized groups of the towns and cities to the necessity for study of fundamental economic problems and to the desirability of finding means of active co-operation with the United Farmers and the Labor forces. The organization has adopted the name of "The New Canada Movement," and in its first bulletin issued to the public under the title of "A Challenge to Canadians," it appeals for nation-wide organization.

## SEEKS TO BRING CO-OPERATION, NOT CONFUSION

The manifesto is worthy of the close study of all farmers, as well as of city people. It is a call to action for the betterment of the condition of the masses of the people. Its methods are in direct contrast with those of party politicians who endeavor to undermine the confidence of the farmers in the organization which they have built up at great sacrifice, to create confusion in their ranks, and to pave the way to a return, in one guise or in another, to the discredited political party system.

The men and women who are now organizing in the movement have created Research Organization, Membership and Publicity Committees, and carried on considerable study of certain economic problems. They recognize in the United Farmer and Labor groups the pioneers of intelligent citizenship organization. They do not urge the farmers to abandon forms of organization which after long experience they have found to be the most stable and the best. They seek, on the contrary, to discover means by which they may co-operate with these groups. This, of course, properly does not preclude the utmost freedom in constructive criticism, for if such freedom were abandoned the movement itself would be unworthy of attention. In Alberta cities and towns, as events of recent years have clearly shown, there is already a strong body of Independent opinion, and this Province should prove a fruitful field for the new organization. With urban people of progressive outlook the U. F. A. has always sought to co-operate, though this fact has been obscured by many of the newspapers.

"As things are now," says the manifesto, "about the only part that the average citizen takes in national affairs is to mark a ballot by putting a cross opposite the name of some person who wants to get elected, and that only once in four years.

## Objects of New Movement

The launching of "The New Canada Movement," which originated in the efforts of a group of men and women who met at Ottawa during the past summer, is one of the hopeful signs upon an horizon which at times appears to be, in many parts of the world, black with reaction.

Its object, as stated in the constitution, is:

"To promote, in an unfettered way, the welfare of the Canadian people.

"(a) by extensive research and frank analysis of Canadian problems; and

"(b) by creating, through the use of aggressive measures, an organized public opinion in support of measures designed to establish conditions of social and economic justice."

In other words, the new movement aims to do, largely among urban people, what the farmers of Alberta are seeking to do through the medium of the U. F. A.

Many of our readers will doubtless be interested in "The New Canada Movement." Information on the movement and its plans for research may be obtained from the Secretary, BOX 384, OTTAWA, ONT.

## TWO NOTABLE EXCEPTIONS TO PREVAILING INDIFFERENCE

"Recently there have been two notable exceptions to this criminal indifference. The United Farmers and Labor, however mistaken these classes may or may not be, have organized, conserved and adapted their economic strength for the attainment of what they conceive to be intelligent ends.

"The business and professional classes, and thousands of other citizens, variously employed, who do not come within the prescribed limits of the Farmer and Labor movements merely vote—that is all they do. They haven't even intelligence enough to vote for their own interests as individuals. One merchant kills the vote of another merchant, one doctor kills the vote of another doctor, and so on, in the name of the two old historic parties.

"The Farmers at least know what they want, and stand together to get it; call it narrow, if you like, but it represents an advance in democratic development. It is better to be narrow than stupid.

## UNORGANIZED MOB IS HELPLESS

"The very appearance of strong industrial organizations, such as the Farmer and Labor movements, renders the organization of the other classes imperative. If these organizations are narrow or wrong in their aims and efforts, they will have to be opposed, but how can they be successfully opposed by an unorganized mob divided against itself? On the other hand, if the Farmer and Labor movements have worthy ideals, then other people should formulate wor-

thy ideals, and co-operate with them for the good of all. But an unorganized mob is helpless either to co-operate or to fight. Organization is essential."

The first list of subjects for research announced by the new movement is a promising one. It suggests at least an important place is to be given to fundamental economic questions, vitally affecting the well-being of the masses of the people, questions, in fact, which an aggressive and effective though still comparatively small group of Alberta and other members of the House of Commons have sought to press to an issue in Parliament.

The subjects are:

1. The Economic Function of Canada.
2. The Basis, Function and Control of Financial Credit in Canada.
3. Cause and Prevention of Unemployment in Canada.
4. Reform of Canadian Electoral System.
5. Parliamentary Procedure and Senate Reform.
6. Taxation Reform.
7. Immigration and Emigration.
8. Reform of the Canadian Banking System.
9. Conspicuousness of Wealth in the Event of War.
10. International Free Trade.
11. Public Ownership of Natural Resources and Utilities.
12. Canada's International Status.

The manifesto contains a survey of Canada's present position. It is pointed out that while Nature has endowed this Dominion with resources of untold value, "those entrusted with the affairs of Government and of industrial development have no great cause for boasting." In spite of boundless resources, large numbers of her producers are in dire poverty.

"Canada has forests of timber but not enough houses for her people; tremendous yields of wheat, yet many hungry," while "Canadians as individuals, as municipalities, as Provinces, and as a nation, all are heavily in debt, perhaps hopelessly in debt."

It is to be regretted, continues the manifesto, "that we cannot fittingly and truthfully boast of a nation of happy homes, of well-fed, well-educated people, free from the burden of debt and fear of want.

"Since we find abundance of natural resources on the one hand, and an economically oppressed people, many of whom are underfed and poorly-clad on the other, it must surely be clear that the trouble lies in the lack of intelligence to develop and use our natural resources. Why do we tolerate so calmly a system under which millions of acres of land have been stolen from the people, by which financial monopoly sacrifices human lives on the altar of profit.

## No Excuse for Poverty in Canada

"Mass ignorance of and lack of mass interest in economic and political questions are the chief causes of Canada's disgraceful condition. Our case is disgraceful because there is no excuse for

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# News of the Organization

Activities of Locals and District Associations and Information From Central Office—Notes on Co-operation

## Canvass Every Farmer in District

Freeland Local Drive Results in Enrollment of Almost 100 per Cent.

"Every farmer in the district has been canvassed," writes S. D. Simpson, of Freeland Local, describing a recent membership drive, "and practically one hundred per cent enrolled. Not every one paid, because of financial circumstances, but each meeting sees four or five of these new members pay up, and I believe that everyone will pay the dues within a short time.

"At a special meeting following the drive, when the old members served a chicken supper, addresses were given by several local speakers on the need for organization and by our representative in the Dominion Parliament, D. M. Kennedy. Mr. Kennedy gave a detailed account of the doings of the last session, and I must say he made a hit with the audience. At the close of the meeting they voted him a vote of confidence by a standing vote, which was proof that they appreciated the action taken by the 'Ginger group.'"

### CLYDE LOCAL ACTIVE

"Because you have not heard from me, please do not think Clyde Local is dead," writes the secretary, J. A. Nichols. "Far from it. Last winter we held a number of whist drives and picture shows which proved very popular and swelled our funds. Our annual picnic was a great success. It is a long while since the Local was in such good financial condition.

"We have decided to purchase a carload of coal to be followed by many more, I hope, and also other commodities.

"This year we have made good use of our directors, holding numerous executive meetings which have been a great help.

"Our livestock shipping association has been in existence for about eight years, and we have had a hard fight. At first there were two stock buyers here, but today we are the only ones left. We now ship two or three cars where we used to have only half a car. At last, and it has taken a long time, farmers are beginning to realize that their produce must be marketed in an orderly manner."

### A CORRECTION

In an article appearing in the issue of November 1st, credit for savings effected by shipments of livestock should have been given to the Central Alberta Farmers' Co-operative Marketing Association, David G. S. Thomson, secretary of the Delburne Local, points out in a letter to "The U.F.A." Shipments were made through this association, and not directly through the Local, to which, in the item as published, sole credit appeared to have been given. In this item also a mistake was made by "The U. F. A." in stating that the price of the second carload of apples shipped by the Local was \$3.70 per hundred pounds. This should have read \$4.10 per hundred pounds.

The series of articles on Provincial Finances by "A Private Member of the Legislative Assembly" will be continued in the next issue of "The U. F. A."

### INVITE GARLAND AND SPEAK-MAN TO DISCUSS FEDERAL SITUATION

The Executive of the East and West Calgary U. F. A. Federal District Associations, who will meet in Annual Convention in Nolan's Hall, Calgary, on December 9th, have invited E. J. Garland, M.P., to address them on the subject, "Why I Joined the Ginger Group," and Alfred Speakman, M. P., on the subject, "Why I Did Not Join the Ginger Group." Both have accepted.

## Locals Reorganize Following Meetings, Bow River District

J. K. Sutherland and E. J. Garland Urge Importance of Strengthening U.F.A.

Gartley Local expects to reorganize as the result of a visit by J. K. Sutherland, director for Bow River, and E. J. Garland, M.P. for the constituency. After the close of a meeting at which organization matters were discussed at some length by both speakers, a show of hands of all persons present who were willing to assist in reorganizing was requested, and fourteen of the men present (all of those present with the exception of members of other Locals) responded. There are prospects of a very considerable increase in this number as organization proceeds.

At a meeting at Richdale addressed by the above speakers, a vote was taken, reorganization was decided upon,

and a further meeting arranged for this purpose.

### COURSES IN ECONOMICS

Three correspondence courses in economics are offered by the Department of Extension, University of Alberta: Principles of Political Economy, Economics of Agriculture, and Money and Banking. The first is based on Professor Carver's book, "Principles of Political Economy," and includes studies under the heads, Underlying Conditions of National Prosperity, Productive Forces, Productive Industries, Exchange, Distribution of Wealth, etc. "Agricultural Economics," by James E. Boyle, is the text book used in the second course, while the third course is based on Howard and Swanson's "Money and Banking." The fee is \$5 and includes the cost of the text-books, supplementary material and stationery.

### Business Waiting

Offers of cattle from Stettler, Pincher Creek and Tofield have already been made to the Head Office of the Alberta Livestock Pool, Loughheed Building, Calgary. A party from Larsen, Montana, recently sought information at the Head Office as to where a thousand head of stocker and feeder cattle could be bought.

### S. J. EWING APPOINTED

The initials of S. J. Ewing, who has been appointed to the Grain Survey Board for the Western Division, were wrongly given in our last issue as "F. J." Ewing. Mr. Ewing is a resident of Irricana, and U. F. A. Director for East Calgary.

## Craigmyle Holds Third Annual Convention

Favors Conscription of Wealth in Event of War—Addresses by Garland and Shaw

The third annual convention of the Craigmyle U. F. A. District Association, held in Hanna on November 6th, "was especially noted for the splendid addresses given by Messrs. Garland and Shaw. Federal members for Bow River and West Calgary respectively," states the secretary, J. K. Sutherland, in a report to "The U. F. A."

### Psychology of Commons

Mr. Garland made reference to the psychology of the House of Commons, showing the difficult position of the Farmer members in trying to secure justice for the West. He discussed the credit question and the tremendous fight put up by the bankers to prevent any changes in the Bank Act.

Captain Shaw, says Mr. Sutherland, impressed those present with the fact that although he is a city man he has a very clear understanding of the problems of the organized farmers. He reviewed conditions in the drought areas of the Province, showing how the present bankruptcy law was totally inadequate to meet the farmers' requirements. The Crow's Nest Pass agreement was dealt with, the speaker declaring that it was

essential to the well-being of the West that the agreement be kept inviolate.

The president, P. Bilwiller, made a very earnest appeal for continued support of the organization. The secretary's report showed a small surplus.

### Conscription of Wealth

The principle that in the event of war there should be conscription of wealth, and the embodiment of this principle in the Farmers' Platform, were supported in a resolution carried by the delegates. Other resolutions asked for the co-ordination of the organization fees, for the placing of the Municipal Hospitals levy on a population basis, that licensed chiropractors be allowed to practise in all Municipal Hospitals, and that members of the Provincial Cabinet be elected as private members and not as cabinet ministers.

Paul Bilwiller was elected president; Mrs. J. K. Sutherland and John Leach were chosen vice-presidents.

A splendid free supper was served to all present by the ladies of the neighboring Locals, the proprietor of the Home Confectionery having lent his premises for the purpose.



## ALBERTA LIVESTOCK POOL COMPLETES PLANS FOR PROVINCE-WIDE CO-OPERATIVE MARKETING AGENCY—FORM OF ORGANIZATION AND REASONS FOR ADOPTION

(Continued from page 4)

meeting where general business may be transacted. This meeting shall appoint a returning officer to receive, at the meeting, nominations for the delegate who shall represent the local association at the general or annual convention of the organization. Postcard ballots shall be distributed to the local association members, and these must be completed and returned within 15 days.

The delegate elected shall attend the annual meeting of the organization and shall be the spokesman of the members of his own local. He and the delegates from the other local associations in his district shall meet at the time of the annual meeting of the whole organization and elect a director for that district who shall hold office for one year unless removed for any cause. Every member of the local association in each district is eligible for election as director for that district, whether a delegate to the annual convention or not.

Each member, for all purposes, will vote in the local to which he belongs regardless of the location of the district boundaries.

### CONTRACT WITH LOCAL ASSOCIATIONS

In the event of a local association now incorporated under the provisions of the Co-operative Marketing Associations Act, and having a contract with its members similar to the contract of the new organization, such local association shall on behalf of its members sign a contract with the new organization agreeing to deliver all livestock to the organization, and upon this being done all members of such local association shall have the same privileges and receive the same benefits as other members.

In the event of a local association incorporated under the Co-operative Marketing Associations Act having no contract with its members, these members shall sign the contract of the new organization or a contract similar in terms, which shall entitle them to the same privileges and powers as other members.

The organizing board has kept clearly in mind that what the people have built up must not be torn down, but that they should be encouraged to greater effort consistent with the aims and objects of the new organization.

The form of organization which has been outlined should appeal to the farmer of this Province who thinks for himself. It blocks in every possible way the danger of allowing the organization to drift into the hands of a few, but leaves wide open the avenues through which the organization gradually will come into the hands of the farmers themselves. There is but one way by which the members can lose control of the new organization, and that is by throwing it away.

### PLANS FOR SIGN-UP OF MEMBERS

For the purpose of organizing local associations, and securing signatures to contracts, the Province has been divided temporarily among the seven Pro-

visional Directors according to territory and railway lines. Each director is responsible particularly for organizing his own territory. The names of the directors and the territory assigned to each are set forth elsewhere and all those interested in the co-operative marketing of livestock should make preparations now for signing up.

Someone in each locality should communicate with the director of his district or the secretary of the new organization at Calgary at once, so that plans may be laid to cover the district as economically and efficiently as possible. It is the aim of the organizing board to have all contract signers or members thoroughly organized before the first general meeting in March, so that the work of marketing livestock may begin immediately thereafter. Those signing contracts should be careful to turn them in to their own local offices, so that a proper record may be kept and any duplication of work avoided.

## Livestock Marketed Co-operatively in U.S. \$250,000,000

Figures for 1923 Show That Iowa Leads in Number of Associations—Incorporated Associations Most Successful

As between various localities there is a wide difference in the manner in which the co-operative idea is being taken up by stock growers of the United States. All of the livestock shipping associa-

tions are confined to the middle west. Ohio is the most easterly state; Missouri and Kansas the most southerly, and Kansas and Nebraska the most westerly.

### State of Iowa Leads

Statistics published by the U. S. Department of Agriculture show that the state of Iowa leads with 334 co-operative shipping associations; Minnesota follows closely with 302; Illinois and Wisconsin come next with less than half as many, while Kansas brings up the rear with only 24.

It is estimated that the value of the livestock marketed co-operatively in the States in 1923, aggregated \$250,000,000.

In the matter of incorporation, the practice differs widely. Taking the country as a whole, less than 50 per cent. of the associations are incorporated; but in the State of Ohio the incorporated shipping associations number 84 per cent. of the whole; they have 90 per cent. of all the co-operators in the State and handled 93 per cent. of all the stock shipped co-operatively in 1923. In North Dakota only 15 per cent. of the co-operative shipping associations were incorporated; they had 17 per cent. of the total membership and handled 31 per cent. of the livestock. In Iowa the figures were 64-69-75 per cent.

It would appear that there is a greater degree of efficiency or loyalty among members of the incorporated associations than in the unincorporated ones, as the report shows that in all of the twelve states mentioned excepting North Dakota the percentage of business done by the incorporated associations exceeds the percentage of their membership.

## Directors of Livestock Pool and Districts Each Will Organize

Contract-Signers Will Be Deemed Residents of Districts in Which Head Office of Local Shipping Association Is Situated

Names of directors and the districts which each will organize are given in the list below. As stated in the article by Mr. McMillan, printed above, it is of the utmost importance that after signing contracts members should turn them in to their own local offices, in order that duplication may be avoided.

The list follows:

**DISTRICT NO. 1**—S. S. Sears, Nanton.  
Area south of Calgary, including:  
All Alberta points on the Crow's Nest Railway, from Seven Persons to B. C. Boundary.  
All Alberta points on the Lethbridge-Weyburn line.  
On the A. R. & I. line.  
On the Retlaw, the Aldersyde and the Macleod branches of the C. P. R. as far north as Midnapore.

**DISTRICT NO. 2**—A. B. Claypool, Swallow.  
Area north of District 1, including:  
Alberta points on the Main Line of the C. P. R.  
All Alberta points on the Empress line of the C. P. R. and on the Goose Lake line of the C. N. R.  
All points on the C. & E. Railway up to and including Penhold.  
On the old G. T. P. line up to and including Ardley.  
On the old C. N. R. line up to and including Warden.

**DISTRICT NO. 3**—M. A. McMillan, Tees.  
Area north of District No. 2, including:  
All points on C. & E. Railway up to Ponoka.  
All points on the G. T. P. up to New Norway.  
All points on Lacombe branch between the Saskatchewan boundary and Lacombe.  
On the C. P. R. between Red Deer and Rocky Mountain House.  
On C. N. R. between Stettler and Brazeau.  
All points on the Lacombe & North West-

ern.  
**DISTRICT NO. 4**—John Slattery, Camrose.  
Area north of District No. 3, including:  
All points on the Alliance branch of the C. N. R.  
All points on the C. P. R. to and including Wetaskiwin.  
All points on the G. T. P. from Saskatchewan boundary to and including Tofield.  
All points on the Vegreville branch of the C. N. R. up to and including Ryley.

**DISTRICT NO. 5**—Norman Tucker, Vermilion.  
Area north of District No. 4, including:  
All points on the main line of the C. N. R. from the Saskatchewan boundary to Fort Saskatchewan.  
All points on the St. Paul line from Battemburg to St. Paul.

**DISTRICT NO. 6**—George Bevington, Winterburn.  
Area north of District No. 5 and extending to the Athabasca River.

**DISTRICT NO. 7**—W. F. Stevens.  
Comprises all the territory north of the Athabasca River.  
In order to assist in determining the District to which each Contract signer belongs, the directors have adopted a resolution providing that each Contract signer will be deemed to be a resident of the place where the head office of his local shipping association is situated, which may or may not be the place in which he actually resides.



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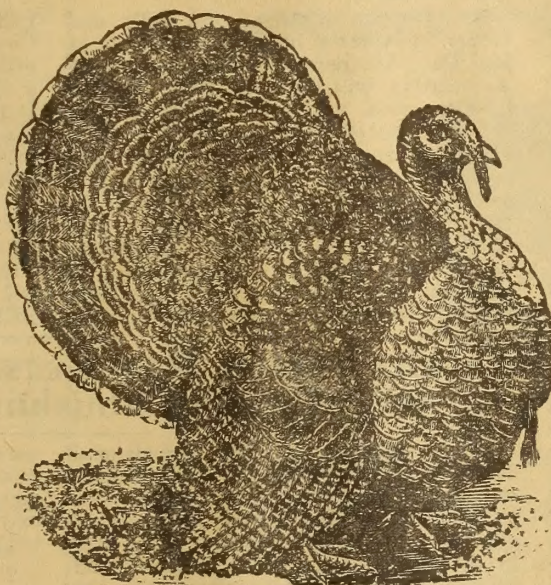
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## INTERESTING THINGS ABOUT THE DAIRY IN- DUSTRY IN ALBERTA

There are at present located in this Province six cheese factories, six combined creameries and cheese factories and 82 creameries. Of this total 84 were in operation in 1923. The number of patrons utilizing these plants, estimated from most recent data and allowing for a percentage of increase, for this year, is about 44,000. The total cream marketed for 1923, according to Provincial Government returns, was 17 3-4 million pounds, sold at an average price of 31 1-2c per pound. In 1922 there were 15 1/4 million pounds of milk delivered to the cheese factories, at an average price of \$1.42 per hundred weight. The returns from the cheese factories for 1923 show that 1,865,608 pounds of cheese were manufactured and sold, for which was received \$368,771.

The total investment in 1923, according to the latest available statistics in manufacturing equipment for dairy products in the Province, including land and buildings, machinery and tools, produce on hand, fuel and supplies, cash and operating account, is \$2,831,397. Of this amount the first two items—land and buildings, machinery and tools—accounts for \$1,923,129.

## ALBERTA DAIRY POOL LAUNCHES PLANS FOR ORGANIZATION OF DAIRY INDUSTRY OF THE PRO- VINCE ON CO-OPERATIVE BASIS—TERMS OF THE CONTRACT

(Continued from page 5)

The splendid results obtained in other countries, notably Denmark, where the condition of agriculture was raised from one of poverty and despair to what is now generally recognized as the most efficient and progressive in any country in the world, have prompted those interested in that industry on this continent to try the experiment themselves. They have been uniformly successful where business methods have prevailed and the management have been guided by safe, sane and progressive policies and not stampeded into some rash venture that included contracting huge liabilities, thus running up an overhead charge that the business could not possibly carry.

## WHEAT POOL'S SUCCESS GREATEST STIMULANT

The degree of success achieved by our own Wheat Pool doubtless has proven to be the greatest stimulant towards further co-operative movement in this Province. When we realized that here in Alberta after the demand for a Pool had grown to sufficient degree, in two weeks a Pool was signed up that was nearly six times as large as any other Pool on this continent, and has since become only a part of a much larger Pool, then we must arrive at the conclusion that the possibilities of co-operative marketing are almost unlimited. After all, it is only an earnest desire prompted by absolute necessity on the part of the producers that has led them to decide to do something for themselves that in the past they paid dearly to have others do for them. In this effort they have the decided advantage that their field is practically unlimited and any expansion brings in more products and along with them the thinking and acting ability of those producers.

The co-operative marketing movement has reached such a stage of development that certain fundamentals are now recognized and much literature on the subject is available, dealing with this interesting matter as applied to agriculture. The Alberta Co-operative Dairy Producers have had the Contract, which is presented in this issue, drawn up by the Attorney General's Depart-

ment of this province, reviewed and endorsed by Mr. A. A. McGillivray, who did a great deal of legal work on the Wheat Pool Contract. It represents the last word as a marketing Contract and gives all of the privileges possible to the producer, yet it provides all authority and power necessary for the permanent Board to carry an efficient marketing scheme.

## The Plan for Organization and Operation of the Dairy Pool

The first object in putting over the Dairy Produce Pool will naturally be to procure sufficient signers to the Contract to warrant the Board starting in to set up the necessary machinery to handle the product. This sign-up will be accomplished through the medium of a membership drive, much on the plan of the Wheat Pool campaign, using in the main the U. F. A. and Wheat Pool Locals as a basis and depending on them mostly for the active field work.

### SIGN CONTRACTS IN PRESENT ISSUE

The distribution of Contracts is much simplified as the specimen furnished in this issue is an official contract and anyone wishing to become a member may do so by signing and forwarding the Contract, together with the \$2.00 membership fee, to the Secretary of this Association, Louheed Building, Calgary. The temporary office of the Association has been located in Calgary, to get the benefit of the Wheat Pool officials' experience, also to make use of the staff of the U. F. A. Central Office.

### CONTRACTS DISTRIBUTED TOTAL 46,000

As 65 per cent. of the milk and cream in Alberta is produced north of Red Deer, the permanent address of the Association will be necessarily located in Edmonton, and is so designated in the Articles of Incorporation. A total of 46,000 copies of the Contract are now in the hands of the farmers, and as the producers of dairy products in the Province total about 44,000, this number should be sufficient. However, extra copies may be obtained at any time by communicating with the Secretary. Immediately after the required

volume has been signed up, the Province will be divided as equally as possible into seven Districts and a Director elected from each District, in the same manner as members of the Wheat Pool now elect their Directors. These seven Directors will form the permanent Board of the Association and will have complete control of the operation of the Pool. The only qualification necessary is that they must be producers and members of the Pool. Theirs will be the duty of making the arrangements for taking delivery of, manufacturing, financing and selling the products.

The Provisional Board is at present engaged in making a survey of this field, with the idea of recommending to the permanent body what in their opinion will be the best. The decision must rest, however, with the Directors elected by the contract signers themselves. The system for financing in the way of initial payment, interim payments and the half yearly Pool dividend will also be devised by that Board.

### SUCCESS DEPENDS ON FARMERS THEMSELVES

The degree of success obtained will rest with the Pool members themselves. Co-operation has proved beneficial in every other line of farm production and a number of instances can be cited where Dairy Pools have raised that industry from a loss making venture to a profit earning proposition. **THE WHEAT POOL IS A SUCCESS. THE DAIRY AND LIVESTOCK POOLS OFFER US AN OPPORTUNITY TO PUT THOSE BRANCHES OF OUR INDUSTRIES ON A BUSINESS BASIS, LET'S PUT ON OUR "THINKING CAPS" AND REMOVE OUR "HANDICAPS."**

## Results Which May Reasonably Be Expected From Establishment of Pool

In the opinion of the Provisional Board of the Dairy Pool, which has been engaged during the past few months not only in making a careful survey of our own Alberta dairy industry, but also in the study of the plans followed and results achieved in other parts of the world, the establishment of a Province-wide Pool in Alberta may reasonably be expected to yield the following advantages to the dairy producers of this Province:

1. **Saving of 6 to 9 per cent. on Butter-fat.**—By the complete elimination of agents and canvassers, according to the statement of the leading produce manager in the Province, at least 1 1/2 cents per pound of butter-fat can be saved to the producer. This alone will represent a saving of 5 per cent. on 30 cent butter-fat and on the lower grades a saving of from 6 to 9 per cent. The amount gained by cutting out the ex-

pensive cross-shipments is hard to estimate, but as shown previously, in some districts it runs more than double the express and freight rates in other districts on the same amount of cream.

2. **Heavy Reduction in Railroad Tolls.** By properly situating the plants at economical points and directing the products to the nearest railroads, a heavy reduction will be made on present tolls to the railroads.

3. **Reduction in Overhead Costs.**—By the proper direction of the milk and cream so the plants can work at full capacity all the time they are in operation, a lot of overhead can be gotten rid of, which will increase the returns proportionately. In the marketing very much better selling arrangements can be made by having a guaranteed volume to sell, so a connection made need not be broken, on account of being unable to



deliver the amount of produce bargained for.

4. **Standardization and Steady Markets.**—Given a large output under one management, certain brands and standards can be set up, which will conform to public taste and being always available will create a steady and sure market for themselves.

5. **Solid Front for Remedial Legislation.**—By having a great part of the industry bound together in one unit a great deal can be done to benefit the members in the way of educative work, co-operative purchasing of supplies and, by presenting a solid front representing the whole of the members, in securing remedial legislation.

6. **Storing in Times of Over-production.**—Possibly the greatest saving of all can be made by the storing of the manufactured article in the form of butter and cheese, during the months of over-production, and releasing them when the market shows a shortage. As pointed out in another article in this issue, a very slight increase in volume over the consumptive demand will cause a drop in price out of all proportion to the amount of increased offerings. As this works vice versa, it naturally follows that if the volume marketed and the volume consumed were kept equalized, neither producers nor consumers would be penalized to the extent they are at present.

7. **Will Bring Experts Into Service of the Producers.**—All in all it represents the one way whereby we can secure experts to do for us those things we now do individually and in a half-hearted and casual way. The production of dairy products economically and efficiently on a modern farm is a big enough job for any farmer, be he ever so talented, without making an intensive study of collecting, manufacturing, financing and selling his product. However, even though he could give some or all of these things his attention, the amount of production under his control is so small that he can do practically nothing in the way of producing results much better than his neighbor who markets in the most haphazard way.

#### Individual Has Failed—Try Collective Way

The individual way has been in operation in the past and is a long way from being satisfactory. The collective way is now presented. The first has been a failure. The second has, in all cases, made good, if given the support of its members and handled in a business way. We have more in common than in difference. Let's co-operate!

### Why Contract Form of Pool Is Considered to Be Necessary

While the co-operative marketing of farm produce originated on this continent, the contract idea was developed in Denmark. That country first tried to sell their surpluses of dairy commodities collectively in 1882, after a commission had investigated the co-operative creameries in the eastern U. S.

The Danes taught and preached loyalty for years, only to see their efforts fail and their membership desert as the result of periodical raids by the dealers and speculators. After putting the proposition on a contract basis the raids



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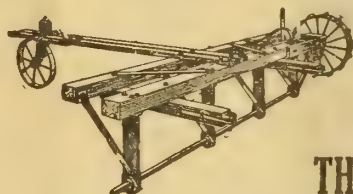
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ceased and no more trouble was experienced. The members who were not strong enough to withstand an attractive bid made for the purpose of wrecking the organization were held in line by a binding contract, and the co-operatives started on the road to success.

### IOWA FARMERS IMPORT DANISH IDEA

The idea was imported in 1889 by a farmer's elevator in Iowa. Their contract provided a penalty clause that was afterwards outlawed by the Supreme Court, but before that happened the feasibility and effectiveness of the contract, with a penalty, was demonstrated, and legislation was afterwards passed that allowed that form of document to be used.

Thirty years ago the contract form of Pool was adopted along the Pacific coast by the fruit growers' associations, and it has since spread to all the leading marketing institutions in America. The contract is obviously to prevent disruption in the ranks of producers by outside competitors who enter the field, not for the purpose of giving the producer more for his product, but to make him dissatisfied with the system. As soon as the marketing institution is eradicated the outside competitors quickly make up their losses and go on their way rejoicing.

The contract has the added and very important feature that the management, knowing nearly to a certainty the volume of stuff to be disposed of, can make arrangements just large enough to handle that amount and thus keep the overhead down to a minimum.

### STRENGTHEN POOL IN FACE OF OPPONENTS

Without a contract the co-operative is in weaker position than the competitive institutions, because, as it necessarily pays very close to the market and is not sure of its supply working on so small a margin, it can usually be broken up by the expending of a very small amount by those interested in its downfall. With the contract, the volume is assured, and the expensive system of field organization to induce the producers to sell through the co-operative is eliminated. Almost any private institution will spend money for a while to prevent the organized producers from entering the field; none of them has as yet tried it with any success for the term of a contract.

In Denmark, where co-operative marketing has reached its highest state of development, the producers are more determined than ever to stick to the contract principle. No competition to their efforts exists, but they, profiting from years of experience, don't intend to leave themselves open for the old system to creep in.

### CONTRACT SIMPLIFIES FINANCING OF POOL

Besides guaranteeing the flow to the marketing agency and enabling those in charge of the selling end to make suitable arrangements, the contract principle simplifies the financing. Those in control of the credit of the country are favorable to the co-operative movement as long as it is on a sound basis. As by placing under contract the output of our farms the volume of trade is assured, they have not as yet refused credit to finance a well managed co-operative.

It is often stated by those opposed to and in some cases by lukewarm support-



ers of this system, that if efficient service is rendered a contract is unnecessary. This sounds very plausible, but like many another hurried decision it does not work out in practice.

Marketing service faces a condition and not a theory. In fair competition, where service is rendered on a cost plus a reasonable profit basis, the co-operative can maintain itself and show excellent results in any field because it operates for the cost and leaves off the plus.

In practice the old line companies see that the co-operative is out to eliminate their profit, and the sooner they wreck the new institutions the better for them. That is mainly the reason why the infant mortality rate has been so high among co-operative marketing schemes, organized without the use of contracts.

As C. A. Moser, Secretary of the American Cotton Growers' Exchange, remarked, "Theoretically all men are honest and won't steal money; similarly all growers are loyal to their association. In practice neither proposition holds, and therefore we have steel vaults to guard money and strong contracts to guard growers' loyalty."

#### SYSTEM WHERE TRIED NEVER DISCARDED

Proof that this is the accepted idea among those who have made a study of co-operative marketing is found in the fact that although many institutions have changed from the voluntary plan to the contract plan, not one outstanding example can be cited where the contract system has been discarded.

After all, it is only one man showing that he is willing to keep faith with his neighbor and is not afraid to show his willingness by subscribing his name to a statement stating explicitly what he is willing to do.

As an American paper aptly put it, "The spirit binds; the contract reminds."

### Co-operative Plan Depends on Well Defined Factors

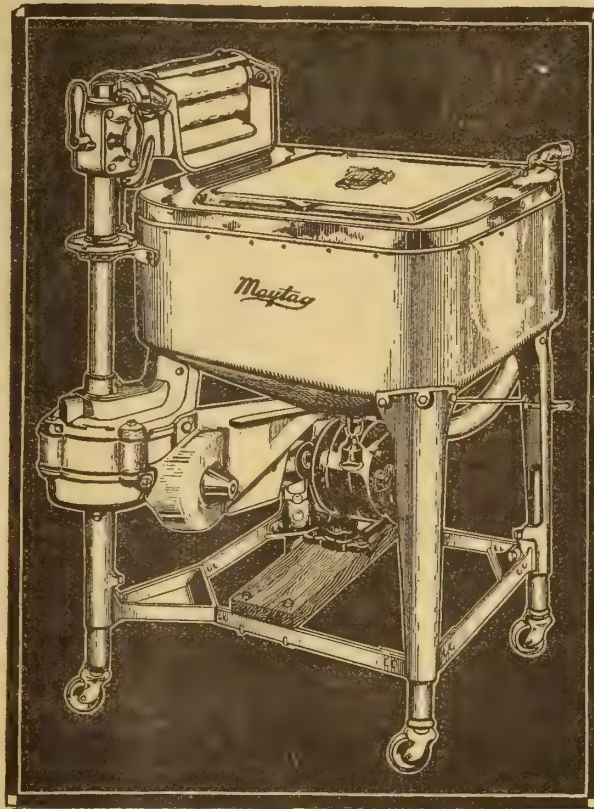
#### Why Province-wide System Favored for Handling of Dairy Commodities

By N. S. Smith, M.L.A.

Co-operative marketing depends on several well defined factors. First there is the condition that is necessary, whereby more than one party desires to market the produce collectively. Secondly, when the desire for collective marketing has been manifest, then the type of direction and management is paramount.

The expressions as given from time to time by resolution in this Province lead one to believe there is a demand for collective marketing of dairy produce. Thus, at a meeting held in Red Deer this year, a Provisional Board of directors was appointed to work out some of the problems necessary in the preliminary steps that must be taken before a permanent organization can be set up. The Board was first confronted with the question as to type of organization. Should it be Province-wide or in form of district associations, with a Provincial selling agency? The larger idea was adopted as a means of handling the commodity, particularly on account of lessened overhead. And after all does it occur to you that this is one place where greater returns may be made to the producer? There is a provision, however, whereby

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any Locals may, provided they are under compulsory contract, join on a cross-contract basis.

#### KIND OF COMMODITIES TO BE HANDLED

When the type of organization was decided, the next big problem to decide was as to the kind of dairy commodities the association should handle. Finally it was decided to handle the product in the form of whole milk and cream.

In the first instance the milk will be of two qualities: (1) fluid milk for city delivery and (2) cheese milk. This will then establish three Pool funds: "Fluid milk", "cheese milk" and "butter", each bearing its proportionate share of overhead. It is anticipated, however, that only two Pools will be organized at the commencement, "Cheese Milk" pool and "Cream" or "Butter" pool. The problem of surplus milk in the urban centres will, however, force the "Fluid Milk" Pool forward.

The Pool providing by contract for the delivery of the commodities from the producers, must supply the necessary plants and equipment for the proper handling. This brings us immediately to the big problem of "manufacture". Plants are already in the field for the handling of the milk and cream, and it is not the desire to interfere with any machinery by way of plants and equipment, provided, however, the plants are operating efficiently and well.

#### WAYS OF SECURING MANUFACTURING FACILITIES

There are three ways of securing manufacturing facilities which present themselves to the directors:

1. Purchase.
2. Lease.

3. Arrangement with present operators on "cost-plus" basis, with a board made up from company concerned and Board of the Pool.

In order to purchase plants it is necessary to have volume of commodity signed up, and then capital whereby



N. S. SMITH, M.L.A.

plants may be purchased. According to the by-laws a holding company to operate the plant will have to be organized, and as the contract signers are not supplying what is termed "Capital Stock" it is then necessary to borrow money

from some source for the necessary expenditure. This may be done by selling "Dairy bonds" (which are as good as gold bonds), on Government guarantee, or by borrowing from private individuals and organizations on the strength of the security of the industry; payment of borrowed money to be made by deductions from patrons participating, on revolving finance basis.

The plan of leasing creameries might be considered, but where leasing has been tried, it has not always been the most satisfactory.

#### "COST-PLUS" BASIS MAY HAVE ADVANTAGE

The plan, however, of arranging for manufacture on a "cost-plus" basis may have its good features and advocates; but before one can determine the advisability of entering into any such arrangement, the permanent organization must be set up, volume of sign-up secured, and a willingness shown on the part of the manufacturers to work on this basis.

Elsewhere in this issue will be seen some of the advantages and savings that may be secured through co-operative marketing. After making a very careful study of the "Twin City Milk and Cream Producers' Association" of St. Paul, I believe these are conservative. With all this, however, unless we as producers inject business principles into our dairy business we will not make it as good a business as it might be.

Co-operative marketing is not the panacea for all our ills, but it is one thing that will help as much or more (e.g. of the things under the farmers' control) than anything else.

Sign the contract today.

## History of the Alberta Livestock Pool Movement

By A. B. CLAYPOOL, M.L.A.

Producers engaged in agriculture, the basic industry, having suffered from the great decline in prices after the war, are today fighting for their very existence. The livestock branch of the industry is doubly suffering in Western Canada, in that it had the added stimulus of a very intensive campaign in the last year of the war, for a greater meat production.

The great need of feeding stricken Europe and replenishing her devastated herds found a hearty response. The high cost of breeding and feeding stock at that time, followed by the winter of 1919 with its great losses in stock and its famine prices for feed, placed the livestock producer in a very precarious position to withstand the abrupt decline in livestock prices that followed in '20 and '21, which has resulted in a stagnated market ever since.

#### PROLIFIC SEED GROUND FOR CO-OPERATIVE MARKETING

These conditions have been a very prolific seed ground for the germ of co-operative marketing to sprout and grow in. Last year saw the Wheat Pool not only sprout and grow, but blossom and bear fruit. The same need that spurred the wheat growers to action last year found expression from the stock grow-

#### Urge U. F. A. Officers to Assist in Pool Organization

Officers and all members of U. F. A. Locals are especially requested by the Boards of the Co-operative Pools to organize meetings to discuss the terms of the contracts, and to make every endeavor to secure a large attendance of the producers in their districts interested in the products which the Pools are organizing. Secretaries of Locals are urged to give all possible assistance in securing signatures to the contracts.

ers, etc., in the two resolutions at the U. F. A. Convention last January, one from the Buffalo Lake Local asking all livestock shipping associations to draft a uniform contract and to put all shipments through one channel of trade, and the other asking that a committee of seven be appointed to survey the field of co-operative marketing, with power to organize the different commodities under the co-operative system.

Four members of the Co-operative Marketing Committee were appointed at once. They made a preliminary survey of the field, and the committee was brought up to its full strength of seven

in June. This committee decided that Provincial Pools on the contract basis should be formed for the following commodities: Livestock, Dairy Products, and Eggs and Poultry.

Two meetings of delegates held at the U. F. A. Convention were the outcome of the Buffalo Lake resolution. The delegates appointed a committee and authorized them to advertise and call a meeting of the representative stock growers from all over the Province. This committee called the meeting in Lacombe on March 20th. There was a good response from shipping associations already in operation, and from some in the process of organization.

For the last several years stock growers have been organizing co-operative shipments and shipping associations to overcome the very apparent costly service of the local drover. These associations had been so successful in their performance, and at the same time had demonstrated so clearly to those closely associated with the work that they only took the producer to the outer entrance of the goal that he sought, that there was great unity in this Lacombe meeting for organization on a Provincial basis.



## HANDICAP OF ALL LOCAL ASSOCIATIONS

All local shipping associations have met with the same handicap in shipping to commission firms and in not having actual control of the stock so that it could be handled to the best advantage of the producer. They have the right neither to divert the class of stock that is draggy on one market to another where there is a shortage and better prices are obtainable, nor to fit stock so as to make them available to fill a desirable order, nor have they the right of holding back from a market that is already over supplied, nor any of the other operations that today are performed by the speculator for his own profit. The unvarying experience was that each shipping association when reaching the market found other associations there with stock in competition. These experiences resulted in a desire for Province-wide co-operation and the formation of a Provisional Board of Fifteen to organize the association.

This Provisional Board in undertaking its work developed a difference of opinion in the method of organization, one opinion being that the local shipping associations should be incorporated bodies with local autonomy and a central selling agency handling their livestock, and the other opinion being that the organization should be Province-wide and responsible to the producer, not only for the selling but for the handling of his stock as well.

This difference of opinion resulted in the recalling of a general meeting announced for July 20th. and the postponing of it until July 28th to get a more representative gathering.

### MERGING OF EFFORTS IS URGED

Members from the U. F. A. Co-operative Marketing Committee were in attendance at this last meeting and set forth their proposal to organize the three commodities co-operatively. They asked that all efforts be merged into one enterprise.

After full discussion it was decided to elect a new Provisional Board of Seven to take all documents and data already collected, and to proceed forthwith to organize and incorporate "The Alberta Co-operative Livestock Producers, Limited," fully embodying the sentiments of the meeting. W. F. Stevens, Grande Prairie; A. B. Claypool, Swallow; M. A. McMillan, Tees; George Bevington, Winterburn; Norman Tucker, Vermilion; John Slattery, Camrose, and S. S. Sears, Nanton, were elected.

The Provisional Board have had a great many details of organization to work out. They have not only had to organize the livestock producer and to provide for the setting up of a central selling agency, but they have had to plan out the organization of the local shipping associations, which through their shippers take the place of the local drovers under the old system. On the efficiency and economy that the local association, through their shipper, can put into the collecting, handling and forwarding of the producer's livestock to the central selling agency, depend the success or failure of the Pool, for no matter how efficient the central agency may become, the service has to be brought to the producer by the local shipper in such a way as to ease the

(Continued on page 18)

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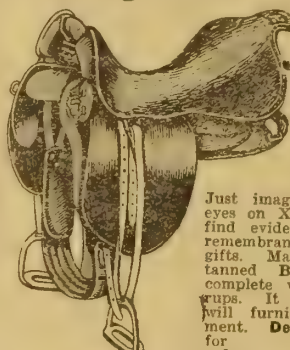
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Tweed Trousers, specially made for us of English all-wool cloth; plenty of seat room; five pockets, and belt loops; sewn with double strength thread; in brown and grey herringbone stripe; a very popular good-weight pant for and service. Delivered Free, per pair **\$2.95**

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One of These

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For real warmth this fall and winter, and the hardest kind of wear, these All-Wool Mackinaws are unequalled value. Beautiful dark shades. Pipe seams, Norfolk style, wide storm collar, two deep outside pockets and one inside pocket. State size of chest. **Delivered Free.**

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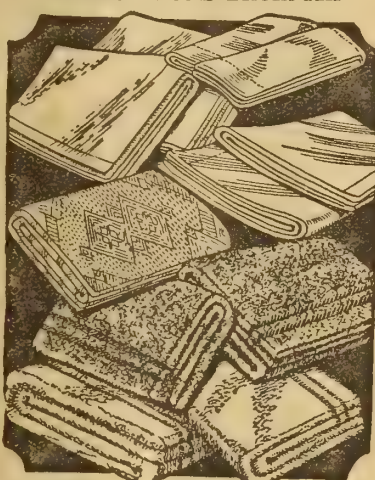
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Be sure to secure some sets of this remarkable Farm Harness before it is too late. Set consists of Four Super-Steel Cable Traces, encased in finest leather with attachments to fit on Concord hames, complete with Heel Chains and Two Back Bands and Two Belly Bands. Used by the British Army for hauling heavy guns, and therefore, of tremendous strength. Specially converted for Canadian use. Don't forget that this price includes back and belly bands. **Delivered Free. Per set \$8.95**

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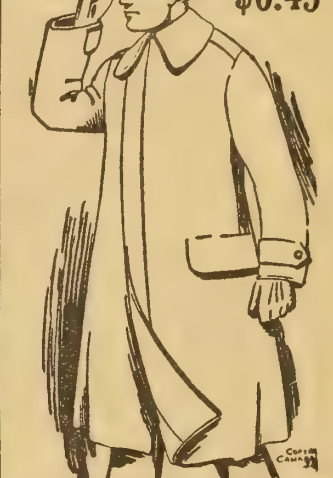
Guaranteed all wool in woven colors of red grey and green, on a blue background. Size 60 inches by 80 inches, the largest size manufactured.

**Delivered Carriage Paid for only**

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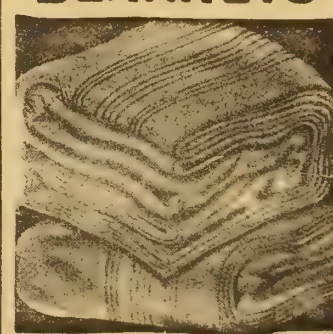
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### Moleskin Overall

Moleskin Overall are ideal for farm work, as they are very hard-wearing. All sizes. **Delivered \$3.45**

Carriage Paid. Per pair



# A Questionnaire on the Alberta Livestock Pool

Study These Points About the New Marketing Association—Then Sign the Contract

By JOHN SLATTERY, Camrose

Question. What is the name of this new Livestock Marketing Association?

Answer. Alberta Co-operative Livestock Producers, Ltd.  
\* \* \*

Question. Where is the head office of the association?

Answer. In the U. F. A. offices, Lougheed Building, Calgary, temporarily.  
\* \* \*

Question. Why is this association being formed?

Answer. For the purpose of marketing in a more orderly and efficient way the farmers' livestock products, by eliminating, as far as possible, the elements of speculation, middlemen's profits, dumping on unfavorable markets, and other unsatisfactory conditions which now prevail.  
\* \* \*

Question. Will it be to the advantage of the producer to have his marketable stock handled by his own selling organization?

Answer. Yes, since the control of a large volume of stock which must pass through a single selling agency enhances the marketing advantage because volume gives opportunity to pool, grade, and ship economically to the most profitable market available.  
\* \* \*

Question. Is an Inter-Provincial Pool possible or desirable?

Answer. Yes, an Inter-Provincial Livestock Pool is as desirable as an Inter-Provincial Wheat Pool and can be established in much the same way as in the case of the wheat, by forming an organization with equal representation for each of the Provinces on the Board of Control. Such an organization would materially increase volume and cut overhead costs of operation. But of course this is a matter for the future.  
\* \* \*

Question. When does the drive for contract signers commence?

Answer. Now.  
\* \* \*

Question. What sign-up objective is necessary in order to operate the Pool advantageously?

Answer. 2,500 cars of stock.  
\* \* \*

Question. Does this association contemplate amalgamation with any other livestock selling organization?

Answer. No. This association will retain control of its own business interests.  
\* \* \*

Question. What is the policy of the association towards other Farmers' marketing organizations already in existence?

Answer. The fullest and most cordial co-operation consistent with the best interests of the livestock producer of Alberta.  
\* \* \*

Question. What classes of livestock will the Pool handle?

Answer. Cattle, Hogs, Sheep.

Question. Are grade cows subject to the conditions of the contract?

Answer. Yes, when they are to be disposed of for beef purposes.  
\* \* \*

Question. Must dairy cows for breeding purposes or registered stock be sold through the Pool?

Answer. No, these are exempt, also young pigs under 100 lbs.  
\* \* \*

Question. Are there any provisions made for local trade and consumption of meat?

Answer. Yes, adequate provisions are made in the contract of the association.



JOHN SLATTERY

Question. How are the cattle to be assembled and shipped?

Answer. Through the agency of the local shipping associations which will be formed at favorable points throughout the Province for this purpose.  
\* \* \*

Question. How will the Board of Control be established?

Answer. By forming the Province into seven districts. Each district will elect its own Director at the Annual Convention of the association which will be held each year in the month of March, thereby giving the contract-signers democratic control of their own organization.  
\* \* \*

Question. What other official bodies in this Province have endorsed and assisted in bringing about the formation of a Livestock Marketing Association for Alberta?

Answer. The U. F. A. in Convention assembled, the Marketing Committee of the U. F. A., the Marketing Committee of the Provincial Government, Provincial and Federal District Associations, as well as representatives of stock marketing associations already operating in the Province.  
\* \* \*

Question. What service and assistance are requested from the various organizations, such as the U. F. A. Locals, Wheat Pool Locals, and Shipping Associations already in existence?

Answer. To come together and hold sign-up meetings at all points, form their drive organizations and proceed as quickly as possible to make a thorough canvass of their districts for contract signers, and after this work is completed to form their shipping associations by calling a meeting of the contract signers at the most strategic points for this purpose.  
\* \* \*

Question. How can I become a member of the Livestock Pool?

Answer. By signing the Marketing Contract of the association.  
\* \* \*

Question. How can I join in the march of progress to greater economic independence?

Answer. By joining the Alberta Livestock Producers, Ltd., and working for its success. It pays to organize.  
\* \* \*

Question. What per cent. of the net proceeds of each contributor's stock will be paid for at the time of delivery at the central market?

Answer. 90 per cent.  
\* \* \*

Question. Will the Pool handle livestock for anyone other than those who have signed a contract?

Answer. No.

A contract is attached to this issue and in order to facilitate the work of the drive, it may be signed and delivered to Pool official or mailed to Central Office.

## HISTORY OF THE ALBERTA LIVESTOCK POOL MOVEMENT

(Continued from page 15)

producer's burden rather than cause inconvenience and confusion and hardship in delivering stock to the Pool.

Elsewhere in this issue you will find the detailed plan of organization which the Provisional Board feel confident in offering to the producers of this Province. It is a plan that is the result of full investigation and mature consideration. The Board has tried to obtain all the information available regarding possible pitfalls that experience has shown are liable to be found in the path of an organization of this nature. In offering this plan the Board feel that it is one that will allow as great and as fast a growth as possible, yet will permit the livestock producer to take over the marketing end of his business slowly enough for safety and security.



## Worst of the Farmers' Troubles Internal Competition

Problem Is so to Deal With Surplus That It Will Not Ruin Prices

By W. F. Stevens, Secretary Alberta Livestock Pool

We have all heard that supply and demand control prices, but few have the faintest idea of the amount of shortage that is necessary to cause prices to rise to a given level nor how much surplus will cause it to fall a like amount. For several years past our institutions of learning, prominent among which may be mentioned Harvard University, Leland Stanford University, and the University of British Columbia, have been devoting a good deal of study to this and kindred problems.

In the November issue of "Scientific Agriculture" the Dean of the Faculty of Agriculture of the University of British Columbia makes the following statement: "A deficiency of one-tenth in supply will increase the price three-tenths, and a deficiency of two-tenths will increase the price eight-tenths." He states also that the same applies in the opposite manner to surpluses.

The above law put in terms of livestock works out as follows:

If the normal demand of a given market is 100 head of cattle per day, for which it will pay \$4,000 or \$40 per head a supply of 90 cattle will bring \$4,680 or \$52 per head, while a supply of 110 cattle of the same kind on the same market will bring only \$3,080 or \$28 per head.

### STORE OR DIVERT TO PREVENT SLUMPS

Therefore, in order to prevent abnormal slumps in prices, surpluses must be stored or diverted to some other use or place. If something of this nature is not done, a surplus is more likely to be a curse than a blessing. The problem of all marketing agencies is to so deal with a surplus that it will not ruin prices when it occurs, but can be drawn upon in some form or other when a shortage follows, and extremes of prices be avoided, which extremes at one time are ruinous to producers, and at another a hardship to consumers, and only speculators profit from both.

### SURPLUSES BEGET INTERNAL COMPETITION

"Of all the troubles that beset farmers in their efforts at co-operative marketing, internal competition is the worst," says J. A. Grant, Markets Commissioner for British Columbia.

A personal interview with Mr. Grant brought forth the information, that by internal competition is meant the kind of competition that results when two or more so-called co-operative organizations are selling in competition with each other on the same market.

The stock-growers of Alberta have experienced their full share of this kind of competition. Throughout the Province there are a score or more of co-operative marketing organizations. They have different selling agencies and some of them change their selling agents from time to time. Consequently they are little more than joint shipping associations selling in competition with each

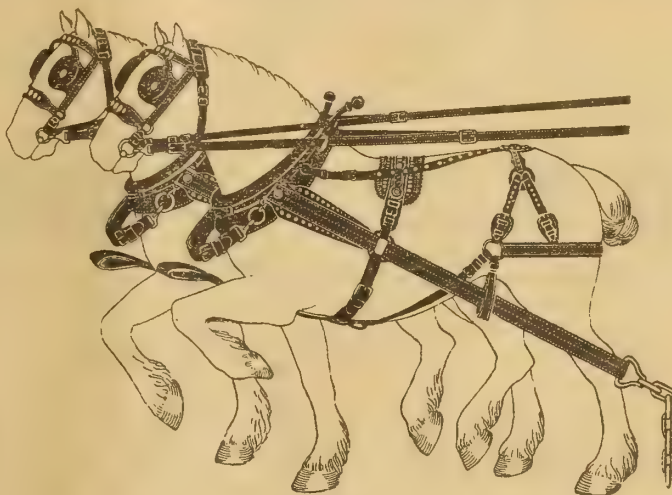
# A WESTERN HARNESS

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Only the Best of Leather used.

Our No. 315 TEAM HARNESS made for all kinds of Heavy Farm Work—STYLISH—STRONG—DURABLE.

This Harness is beyond comparison when quality of material and our price is considered.



### DESCRIPTION

- Traces: Extra heavy 2-inch wide—2-ply best leather—with three rows of stitching, and heavy 3-ply hame tug, fancy spotted.
- Bridles: Our unbreakable Bridle with  $\frac{7}{8}$  cheeks, Oregon ring Crown, with Front and Winker Brace in one piece, fancy spotted. Fancy spotted Nose Band, sewn to ring of Bridle Cheek.
- Lines:  $1\frac{1}{2}$ -inch, 21 feet long, double and stitched at Cross Checks, complete with Snaps.
- Martingales and Pole Straps:  $1\frac{1}{4}$ -inch, complete with Snaps.
- Back Pad: 5-inch wide, lined with heavy English blue felt, also has heavy fold, and  $1\frac{1}{2}$ -inch Billets to buckle. Fancy spotted.
- Belly Bands:  $1\frac{1}{4}$ -inch, folded with full length layer and  $1\frac{1}{2}$ -inch buckles.
- Breeching: Heavy 5-ring style, all straps made  $1\frac{1}{2}$ -inch, making a Breeching heavy enough for any kind of work. Fancy spotted same as cut.
- Hames: Heavy Steel, Nickel or Brass Ball, with  $1\frac{1}{2}$ -inch Hame Straps.
- Spreaders: Fancy, with Nickel or Brass Ornaments.

Note: Please read description carefully. All Straps are  $1\frac{1}{2}$ -inch wide, also this Harness can be supplied either Nickel or Brass Spotted.

Price Delivered to Your Nearest Station

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If your Dealer cannot supply write us direct, and we will ship you.

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# SHIP YOUR CATTLE---

Don't Sell them in the country

Cattle buyers are busier than for months past in the country. Markets have been at the bottom, and any change for the better such as is due soon, owing to seasonal and other conditions, will mean profits on cattle purchased on the present basis. Get such profits for yourself when available by shipping your cattle instead of selling locally. Ship the good ones especially—they are the ones on which price improvement will first be seen.

Write for information and market letter to

## UNITED GRAIN GROWERS LTD.

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other, which, as Mr. Sapiro told the wheat growers of Illinois, in connection with their local elevator companies, could never get them very far, because just as soon as one by means of more rational methods, succeeds in stabilizing prices in its sphere of operating, others seeing what has been accomplished, will rush in, in order to profit by it, with the result that confusion and a slump in prices must follow. Furthermore, this system makes it impossible to do what is absolutely necessary to be done, when a glut occurs, namely to clear the market by diverting the surplus.

**IMPOSSIBLE IF FEW  
BEAR ALL THE COST**

This is a matter that requires wisdom and a keen sense of justice in order to be carried out successfully and satisfactorily, but it is impossible to be carried out, if a few bear all the cost of diverting the surplus and many participate in the advantages resulting therefrom.

Co-operative marketing requires such a system of management as will tend to prevent a glut in the market at all times; but, in case a glut should occur, it requires that a means be found whereby the surplus can be diverted to some other use or the commodity preserved in its original or a modified form, for use in some distant place where a shortage has occurred, or at some future time should such a shortage take place.

In this way the apple growers protect their market for fresh fruit, by diverting the better portion of their surplus to evaporating and jam making plants, and the inferior portion to the making of cider and vinegar.

Milk dealers protect their trade by diverting their surplus milk to the making of cheese, and their surplus cream to the making of butter, both of which commodities can be shipped long distances or held at a small expense for long periods of time in order to find a profitable sale for them.

Much the same is being done with livestock, but with this commodity more elaborate systems of transformation are necessary, and plants costing such enormous sums of money and requiring a degree of skill in management that will be beyond the reach of organizations of farmers to attain for many years.

But there is much that farmers and farmers' organizations can accomplish along this line that will be of advantage to them, and to the consuming public as well. It is a work that can be done without an investment anywhere near approaching that of erecting or operating a packing plant, or requiring the outstanding ability that the management of such a plant must have. It will, however, require equal tact and judgment in dealing with men, and a much higher sense of duty toward the growers of livestock than the management of the average plant is commonly credited with—all of which is within the range of attainment by farmers and farmers' organizations.

**SOME ESSENTIAL  
FEATURES OF WORK**

This work in part consists in endeavoring:

- To ascertain the class of commodity the people whom they are trying to serve, can, in their present environment and with the training they now possess, produce to the best advantage.
- To assist them in placing it on



the market in the best condition they are now able to do.

(c) To advise them as to the best time at which to send it forward.

(d) To ascertain the markets in which such commodities can be sold to the best advantage and provide facilities whenever possible for entering these markets.

(e) To secure such an amount of this commodity as will make it possible for them to send forward shipments of uniform quality, in order that the producers shall receive the full benefit of what merit their product may possess when it is of high quality and be protected against excessive dockage when it is "off type" or "off condition".

(f) To advise producers as to the wisdom of diverting to other uses on the farm, much that is now being sent to market and sold at little more than the cost of marketing, besides impeding the sale of better stuff.

(g) To ascertain the defects in the commodities sent forward that prevent their sale on the most desirable markets, and assist by direct counsel and otherwise, in securing commodities which do not possess these defects.

(h) To manifest toward the producer a sympathetic interest in his efforts to attain a high standard of perfection despite adverse natural conditions and lack of experience.

## Speculator Problem in Stock Business

### Pool Seeks to Save "Pickings" for Farmers

Next to "Internal Competition" the presence of the "Irregular Speculator" offers to co-operators their most perplexing problem. His purpose is not to stabilize prices, but to profit because of fluctuations in prices; in his anxiety to "grab all that is loose", he frequently creates confusion where co-operators have brought about some semblance of stability.

#### Once Served Useful Purpose

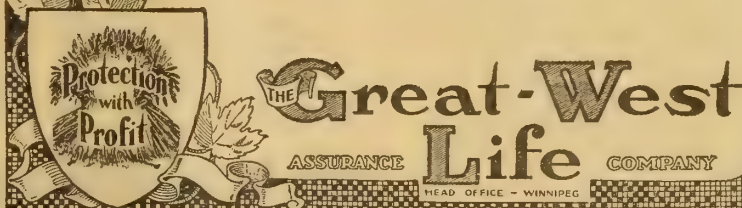
There was a time when he served a useful purpose on every livestock market. He prevented the real autocrats of the yards from doing their worst to the unfortunates who chanced to be caught on a glutted market. Because of his wide acquaintance, his knowledge of market conditions and his general shrewdness, he knows when price depression has reached a point where it will open a field in which he can operate with safety. His advent into the "game" usually prevents a further "slump" in prices and to that extent he has, in the past, rendered the stock grower or shipper a useful service.

#### To Save "Pickings" for Farmer

It can hardly be argued, however, that he is entitled to credit for this, because this was merely incidental to his operations and formed no part of his motive in entering "the game". Additional evidence of this is the fact that he is just as quick to discern when there is likely to be a rise in prices. When that occurs, he hastens to the country before the stockman learns what is happening, and buys up all he can before the stockman "gets wise". It is this man's "pickings" that the Pool is endeavoring to save for the farmers.

## An Assured Income

There are few investments so secure and profitable as money employed in maintaining a Great-West Life Policy. Further, there is the insurance protection that is provided by no other investment. It means a guaranteed income that is not affected by trade reverses; it is the finest security available to the home guardian.



## FRESH FROZEN FISH

NOW IS THE TIME TO GET YOUR WINTER SUPPLY

	100 lb.	50 lb.	25 lb.
Fresh Frozen Whitefish .....	12c	12½c	13c
Best B. C. Red Salmon .....	18c	18½c	19c
Best B. C. Halibut .....	21c	21½c	22c
Fresh Frozen Pickerel .....	11c	11½c	12c

A nice assortment of Halibut, Ling, Cod, Western Herring, Brills and Whitefish. 100 lbs. ....\$13.50 50 lbs. ....\$7.25

All kinds of Smoked and Salt Fish in stock. Write for any kind that you want. Special prices on Club or large orders. United Farmer Locals please write for special rates. No charge for Boxes.

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## Long Distance Crystal Radio

Low initial cost.  
No upkeep expense.

No tubes — No batteries.

Price during this campaign, including set with all aerial equipment and one set of Head Phones, only.....\$18.50

Positively guaranteed to bring in stations up to 750 miles distant in favorable conditions—money back if unsatisfactory.

Selling direct to user makes this low price possible—for limited time only.

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## RADIO

We are distributors of Westinghouse Radio sets as well as all high grade parts and accessories.

Our Illustrated Xmas Catalogue No. 13 mailed free upon request. Our large stock ensures prompt shipments.

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## STOP SUFFERING!

Constipation, Catarrh, Colds, Indigestion, Rheumatism, etc., are very serious troubles.

Do not neglect them.

I WILL TELL YOU HOW to quickly overcome these and many other ailments right in your own home.

Write for my free booklets. Give full particulars about your case.

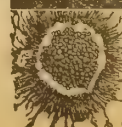
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and Tumors successfully treated (removed) without knife or pain. All work guaranteed. Come, or write for free Sanatorium book Dr. WILLIAMS SANATORIUM 525 University Av., Minneapolis, Minn.





### Money Spent on a Good Preparation is Money Well Spent

Don't confuse Gombault's Caustic Balsam with the many other preparations on the market. For over forty years it has held the esteem of stock owners because it is ten times as effective as the ordinary remedy.

It will produce the results you want and when you buy it your money is well spent. Get a bottle and try it. You'll find it reliable and effective in all cases of Spavin, Thoroughpin, Capped Hock, Curb, Wind Galls, Splint, Poll Evil, Ringbone, Strained Tendons, etc. Full directions with every bottle. \$1.50 per bottle at druggist's, or direct from us upon receipt of price.

#### Good for you, too.

Unequalled for sprains, bruises, sore throat, rheumatic conditions. It scatters and destroys the cause of pain. The Lawrence-Williams Company, Toronto, Ontario. Sole Distributors for Canada and the United States. 14

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*Caustic*  
**BALSAM**

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I supply Wire Cloth, Zinc Screens, any size. Repairs Thermometers, Chatham Incubators.

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### NOTICE

Legislative Assembly  
of the Province  
of Alberta.

Notice Relative to Applications for Private Bills.

All Petitions for Private Bills shall be in duplicate.

All Applications for Private Bills shall be advertised in four consecutive issues of the Alberta Gazette, also in four consecutive weekly issues in a newspaper published in English.

Every applicant for a Private Bill shall deposit with the Clerk of the Legislative Assembly ten days prior to the opening day of Session two copies of proposed Bill. Petitions in duplicate, accepted cheque made payable to the Provincial Treasurer for the sum of two hundred dollars if proposed Bill does not exceed ten pages, and statutory declaration of advertising in Alberta Gazette and Newspaper.

Full particulars regarding Private Bills may be had on application to the Clerk of the Legislative Assembly, or see Extract from Rules relating to Private Bills as published in the Alberta Gazette.

ROBT. A. ANDISON,  
Clerk of the Legislative Assembly.

## Necessity for Co-operative Plan of Marketing Painfully Apparent

Alberta Farmers, Who Have Successfully Launched Wheat Pool, Seek New Fields to Conquer

By R. O. GERMAN, Secretary of the Alberta Wheat Pool

The other day I received a letter from a man in Minnesota, U. S. A., wherein he asked me to let him have the "Secret" behind the success of the Alberta Wheat Pool. He appeared to be under the impression that there was some newly discovered formula, the application of which had enabled the Alberta Pool farmer to receive a greater return for the product of his labor.

Realizing that he anticipated receiving in reply a rose-colored dissertation on a mysterious system of high finance, I was rather loath to be under the necessity of sending him an unromantic account of the structure and operation of the Wheat Pool, and the events leading up to its inception, of describing:

How the farmer after being victimized for years as a result of selling his wheat

problem and its solution would bring power to win back their lost estate;

#### Proving Virtue of Co-operation

How each year brought with it increased understanding of co-operative principles and closer fellowship among the farming class. Enterprises entered into by the farmers on a small scale began to prove the virtue of the co-operative system, so that when in August, 1923, the great psychologic moment arrived for putting over the big Province-wide Wheat Pool Drive, that moment found Alberta equipped with the necessary mass intelligence and organized machinery to do the job. Twenty-six thousand farmers expressed their willingness to pool their wheat for a period of five years and signed an agreement to that effect, and six weeks later the largest co-operative marketing scheme in the world was in actual operation.

At the eleventh hour the farmers had undertaken the stupendous task of placing on the markets of the world in a scientific way thirty-five million bushels of wheat—and succeeded beyond their most sanguine hopes. Alberta's achievement has been heralded to every corner of the civilized world and the eyes of every country are focused on our efforts. Head Office has received letters of congratulation and inquiry from Czecho-Slovakia, from Tunis in Northern Africa, and Natal in South Africa, from Denmark and from England, and from practically every state in the United States.

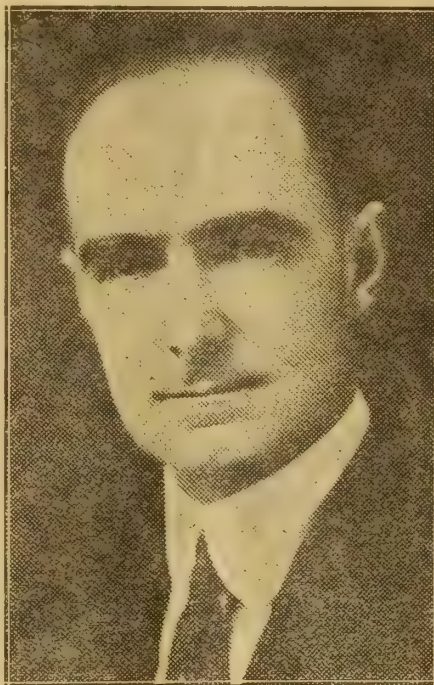
#### Secret of Pooling Success

The "Secret" of our success is that little germ of understanding in the heart of the Pool member, which makes him willing and eager to accept the responsibilities incident to his membership and, if need be, to undergo temporary inconvenience that in the end a greater reward may be his. The Spirit of Co-operation has invaded the prairies and is each day causing the farmer to be less willing to yield to the pressure of immediate necessity and sacrifice his birthright for a mess of pottage.

#### New Fields to Conquer

Encouraged by the success of his efforts in marketing his wheat, the Alberta farmer is seeking new fields to conquer and in his effort to mobilize his selling strength in marketing livestock, poultry and eggs and dairy products may success attend him. It is a job big enough to require the help of every true citizen and it is also a job that must be done if Alberta is to take her rightful place in the agricultural world.

The necessity for putting over these other Pools is painfully manifest. If the citizens of the Province lend to the movement their whole-hearted support as they did in organizing the Wheat Pool, and the members themselves show the same sympathetic co-operation and forbearance in carrying on the work as the Wheat Pool members have shown toward their association, It Can and Will Be Done.



R. O. GERMAN

through a haphazard catch-as-catch-can system, had realized his helplessness as an individual and had begun to study ways and means of winning back the thing, which he had lost through his own individualistic tendencies and irresponsible attitude in the marketing of his wheat;

#### Fifteen Years' Preparation

How this preliminary work was fostered and carried on for fifteen years through an institution known as the United Farmers of Alberta, with branches or "Locals" in every part of the Province. How these Locals were composed of farmers who, though fighting against heavy economic odds, were yet grimly determined to continue the night school studies, instituted by their Locals, firmly believing that knowledge of their



2

# THE U.F.A. CO-OPERATIVE MARKETING SUPPLEMENT

Vol. III

CALGARY, ALBERTA, DECEMBER 1st, 1924

No. 28

## You May Join the Alberta Livestock Pool Today

By signing the Agreement printed in this Supplement, in the presence of a witness, and mailing, together with the Membership Fee of \$2, to

THE SECRETARY, ALBERTA LIVESTOCK PRODUCERS, LIMITED, LOUGHEED BUILDING, CALGARY.

The Producer's signature should be written in the place indicated, on the dotted line above the word "Producer", and should carry the signature of a witness on the line opposite, on the left hand side of the page. Do not fill in the blank spaces indicated by the two dotted lines above. These are to be signed by an officer of the Association and a witness to his signature.

Please fill in all the information asked for in the information blank, which follows the Agreement on Page Two. Also fill in the date at the beginning of the Agreement. Tear off the Agreement at the perforated line.

In case you are unable to pay the \$2 membership fee, sign the attached Authorization.

## ALBERTA CO-OPERATIVE LIVESTOCK PRODUCERS, LIMITED Agreement

THIS AGREEMENT made this \_\_\_\_\_ day of \_\_\_\_\_ A.D., 192\_\_\_\_, between the ALBERTA CO-OPERATIVE LIVESTOCK PRODUCERS, LIMITED, a body corporate formed under "The Co-operative Marketing Associations Act," with its head office at the City of Edmonton, hereinafter called "The Association," of the First Part, and the undersigned, a person concerned in the production or finishing of livestock in the Province of Alberta, and in the marketing of the same, hereinafter called "The Producer," of the Second Part.

WHEREAS, the Association has been formed primarily for the purpose of marketing collectively the livestock of its individual members with such powers as are set forth in the Memorandum of Association;

AND WHEREAS, the Producer desires to co-operate with others concerned in the production or finishing of livestock in the said Province and in the marketing of same for the purpose of improving in every legitimate way the interests of the producers, and to that end is desirous of becoming a member of the Association;

NOW THIS AGREEMENT WITNESSETH that, in consideration of the premises and the covenants and agreements on the part of the Association as hereinafter set out and the execution of this Agreement, or one similar in terms, by other producers of livestock in the said Province, and in consideration of the mutual obligations herein set forth, the Parties hereto hereby agree to and with each other as follows:

1. Wherever the term "livestock" is used in this Agreement, it shall mean and include cattle, hogs and sheep of every kind, age and sex, not required for the use of the Producer, save and except:

- (a) Registered livestock for breeding purposes.
- (b) Dairy cattle for dairy purposes.
- (c) Livestock which the Producer as a member of local groups or associations of consumers commonly known as "Beef Rings" may desire to sell or contribute to any such group or Association.

2. The Producer covenants and agrees to consign and deliver to the Association or its order all the livestock now or hereafter owned or acquired by him or for him in the Province of Alberta during the years 1925, 1926, 1927, 1928 and 1929, provided, however:

(a) That the Producer may exchange or sell cattle, hogs or sheep with or to other members of the Association, provided that such sale of livestock is not intended to be for the purpose of marketing same.

(b) The Producer may sell his livestock for local consumption to butchers residing or carrying on business in his district, but the Association may at any time require that no such sales shall be made except upon the approval and subject to the sanction of the Association or subject to such rules and regulations as the Association may in its discretion enact, and the granting of such approval shall in all cases be in the absolute discretion of the Association.

(c) The Producer may sell his livestock or any part thereof at bona fide Auction Sales held in the district in which he resides, providing that the consent in writing of the Association to such sale has first been obtained.

(d) Bona fide sales of livestock as a part of a transfer by the Producer of all of his property, real and personal, shall be excluded from the operation of this contract, provided that such sale of livestock is not intended to be for the purpose of marketing same.

(e) In any particular instance the Producer may, upon obtaining the written consent of the Association, dispose of any or all of his livestock outside the provisions of this contract and the granting of such consent is to be in the absolute discretion of the Association.

3. The Association agrees, subject to the provisions of this Contract, to act as agent, factor, mercantile agent and attorney in fact for the Producer and, at its discretion, to receive, take delivery of, handle, feed, fatten, finish, slaughter, store, transport, market, sell alive or slaughtered, or otherwise dispose of the livestock or any of the by-products of the livestock delivered to it by the Producer under this Agreement.

4. The Producer agrees to deliver the said livestock at the place or places to be designated by the Association in a good and healthy marketable condition and in compliance with any rules and regulations made from time to time by the Association.

5. The Association will, whenever possible, in its discretion take delivery of the Producer's livestock at the most convenient delivery point.

6. The Producer expressly covenants and agrees that he will not, save as herein permitted, sell or otherwise dispose of any of the livestock, now or hereafter owned or acquired by or for him in the Province of Alberta during the life of this Agreement, to any person or persons, firm or corporation other than the Association.

7. The Producer expressly warrants that he is, at the date hereof, in a position to dispose of the said livestock and able to make delivery of the same and has not mortgaged or pledged or granted a lien on or contracted to sell, market, consign or deliver any livestock to any party, firm or corporation, save as hereinafter set forth.

8. It is agreed that the Producer may, subject to the terms of this Agreement and subject to any law in force for the time being, mortgage or pledge his interest in his livestock, but in such event he shall forthwith notify the Association in writing and the Association shall, in its discretion, be at liberty to pay off or take over or assume the indebtedness under such mortgage or pledge and to take delivery of the said livestock and to deduct from all moneys which become payable to the Producer by the Association a sum equal to the amount which the Association has paid out or agreed to pay with respect to the said mortgage or pledge or the Association may, in its discretion, refuse to receive or take delivery of such livestock.

9. The Producer hereby appoints the Association his sole and exclusive agent, factor and mercantile agent, within the meaning of the Factor's Act of the Province of Alberta, and also as his attorney in fact, for the purpose hereinafter set forth, with full power and authority in its own name, in the name of the Producer, or otherwise, to transact such business and take such action as may be necessary, incidental or convenient for the accomplishment thereof, coupling such appointment with a direct financial interest as a common agent, factor and mercantile agent and attorney in fact of the Producers hereunder and without power of revocation for the full term hereof:

(a) To receive and take delivery of, handle, feed, fatten, finish, slaughter, store, transport, market, sell alive or slaughtered, or otherwise dispose of the livestock and the by-products of the livestock delivered to it by the Producer, in whatever way and at such time and place as the Association shall, in its judgment, determine to be to the best advantage of all the producers who have executed this Agreement or an agreement similar in terms or as provided herein.

(b) To separate, assort, classify, grade and value the livestock received by the Association from the Producer according to quality, in such way as the Association or its agents may consider necessary or expedient, and to mingle and mix any or all livestock received from the Producer with livestock of like kind and similar quality delivered to the Association by other Producers.

(c) To borrow money in the name of the Association and on its own account on the livestock delivered to it or on any warehouse, storage livestock, yard or other receipt, or any draft, bills of lading, bills of exchange, notes or acceptances, orders, or on any commercial paper delivered therefor and to exercise all rights of ownership without limitation and to pledge in its name and on its own account such livestock warehouse, storage or livestock yard receipts, bills of lading, bills of exchange, notes or acceptances, order or any commercial paper as collateral therefor.

(d) To prosecute or settle any and all claims for damages or otherwise which may occur in connection with the handling of the Producer's livestock during transit or otherwise or that may arise in connection with the exercise of any of the powers or authority herein granted, and for that purpose to do all things necessary or incidental thereto.

(e) To acquire by purchase, lease or otherwise, and to own, sell, lease, construct, hold, operate, manage and dispose of warehouses, feeding and sales yards and pens, cold storage plants, refrigerators, abattoirs and packing plants, tank cars and rolling stock and machinery and plant for the manufacture of artificial ice.

(f) Generally to exercise all powers and do all things which the Association is authorized to do by the Memorandum of Association or by "The Co-operative Marketing Associations Act."

10. The Association shall as soon as practicable, after the delivery of livestock, to it by the Producer, make an advance to the Producer at



such rate per hundred pounds according to the kind, quality, place and time of delivery, and estimated value thereof as the Association shall in its discretion from time to time deem proper.

11. The proceeds from the sale of all livestock sold by the Association shall be kept by the Association in separate primary funds according to the kind of livestock as follows:

(a) Cattle Fund; (b) Hog Fund; (c) Sheep Fund.

From each of these funds shall be deducted:

(a) The cost of handling livestock of that kind, including all brokerage, tolls, freights, yard and feed charges, and insurance.

(b) The pro rata share of the overhead operating expense of the Association including taxes, legal expenses, advertising and all other proper charges such as salaries, fixed charges and general expense of the Association.

(c) Such sum, not exceeding one per centum of the gross selling price as the Association shall deem advisable as a commercial reserve to be used for any of the purposes or activities of the Association.

Within the said primary funds the proceeds from the sale of all livestock of that kind shall be pooled according to periods of delivery of such livestock, to be fixed by the Association in its discretion and hereinafter called distribution periods. All such funds shall be deemed to be the undivided monies of the Association, belonging to the Association and usable for any of the proper activities or purposes of the Association.

12. The Board of Directors of the Association shall from time to time in its discretion, by resolution, determine and fix the basis upon which the said several primary funds shall be distributed. The Association will, as soon as possible after the close of each distribution period, as hereinbefore mentioned, pay to the Producer out of the particular primary fund to which the proceeds from the sale of his livestock have been appropriated, his proportion of the said fund, according to the basis determined as aforesaid, less all deductions which the Association is entitled to make pursuant to Paragraph 11 hereof, and less all advances made to the Producer, and less all further deductions authorized by this Agreement or by the Memorandum and Articles of Association.

13. The Association may make rules and regulations and provide inspectors and valuers to inspect and determine the estimated value at the valuation point of the livestock delivered to it; and the Producer agrees to observe and perform any such rules and regulations prescribed by the Association, and the valuation made by the Association shall be final and conclusive in all cases.

14. Any unused balance of reserves, as hereinbefore provided, shall, subject to the unrestricted use thereof by the Association, stand in the name of the Association and be owned by the members and shall, when in the opinion of the Directors a distribution should be made or upon a dissolution of the Association, be divided in the same proportion to which it was contributed by the members.

15. The Producer covenants and agrees to pay the sum of Two Dollars (\$2.00) to defray the expenses of organization to carry on field service and educational work and other proper activities of the Association.

16. Inasmuch as the remedy at law would be inadequate and inasmuch as it is now and ever will be impracticable and extremely difficult to determine the actual damage resulting to the Association should a Producer fail to deliver all his livestock, as herein provided, the Producer hereby agrees to pay to the Association, for all livestock delivered, sold, consigned or marketed by or for him or withheld other than in accordance with the terms hereof, the sum of Eight Dollars (\$8.00) per head for cattle, Four Dollars (\$4.00) per head for hogs, and Two Dollars (\$2.00) per head for sheep as liquidated damages for the breach of this contract, all parties agreeing that this Agreement is one of a series depending for its true value upon the adherence of each and all of the contracting parties to each and all of the said agreements.

17. The Producer agrees that, in the event of a breach by him of any material provision hereof, particularly as to delivery or marketing of any livestock other than through the Association, the Association shall, upon proper action instituted by it, be entitled to an injunction to prevent further breach hereof, and other equitable relief, according to the terms of this Agreement; and the Association and the Producer expressly agree that this Agreement is not a contract for personal services or demanding exceptional capacity or talents; and that this is a Contract of agency coupled with financial interest under special circumstances and conditions and that the Association cannot go into the open markets and secure livestock to replace any which the Producer may fail to deliver; and that this Contract will be the proper subject for the remedy of specific performance in the event of a breach thereof.

18. The Producer hereby authorizes the Association to enter into any contract for such consideration and on such terms and conditions as it may deem advisable and profitable for, in its discretion, receiving, taking delivery of, handling, feeding, fattening, finishing, slaughtering, storing, transporting, marketing, selling alive or slaughtered or otherwise disposing of the livestock or any of the by-products of livestock delivered to it by any Association already or hereafter organized in the Province of Alberta as a co-operative livestock marketing organization, association or company whose members have executed contracts with it for the co-operative marketing of their livestock.

19. The Association may sell all or any part of the livestock delivered to it by its members, pursuant to this Agreement, through any agency or by joining with any agency for the co-operative marketing of livestock in the Provinces of Alberta, Saskatchewan, Manitoba and British Columbia, under a contract or otherwise and under such conditions as will serve the joint interests of the Producers, and the Association is hereby authorized and empowered to transfer to and confer upon or exercise through any such agency, formed or to be formed, any or all of the powers, rights and privileges of this Association under this Contract, including, without restricting the generality of the foregoing, all or any of the rights conferred upon the Association by and pursuant to Section 9 hereof.

20. The Association may establish selling, statistical or other agencies in any place in the world and the Association may act in any of the businesses of the Association through or by means of agents, brokers, sub-contractors or others.

21. It is expressly provided and agreed that this Agreement shall not come into effect or be binding upon the parties hereto unless and until signatures by Producers of livestock have been secured to this Agreement or an agreement similar in terms, who own and expect to market an amount equal to twenty-five hundred (2,500) cars of livestock to be computed upon the basis of twenty-five (25) head of cattle per car, eighty (80) head of hogs per car, and one hundred (100) head of sheep per car, and it is expressly agreed that for determining whether or not the signatures by Producers in the required amount have been secured to this Agreement or an agreement similar in terms, the Directors of the Association shall be the sole judges and a written statement signed by the Secretary of the Association shall be deemed to be and shall be conclusive evidence thereof with or without notice to the Producer; provided, however, that if such percentage has not been obtained and such statement has not been signed by the Secretary on or before the First day of August, 1925, this contract shall be void and of no effect.

22. The Producer will, in the month of January in each and every year or when requested by the Association, mail to the Association a statement of the kind and amount of livestock which he expects to sell in the year succeeding the date of such notice.

23. In consideration of other Producers in his district entering into this Contract or a contract similar in terms, the Producer agrees to use his best endeavors to establish, along with such other Producers, Local Shipping Associations in accordance with the provisions of the Articles of Association and plans of organization supplied by the Association, and in the event that no such Shipping Association or Associations be so formed within two weeks after this Association commences business the Directors of the latter may proceed to organize such district into Local Associations as provided by the Articles of Association.

24. Where a Local Association has been formed, as provided in the last preceding paragraph, this Association may enter into a Contract with such Local Association and any Producer, who has become a member of such Local Association, for the marketing of the livestock of such Local Association or its members and, in the event of such Contract being entered into, this Association and the Producer shall respectively be released from its and his obligations under this Contract.

25. This Agreement shall be binding upon the Producer, his personal representatives, successors and assigns during the period hereinbefore mentioned, as long as he produces livestock directly or indirectly or has the legal right to exercise ownership or control of any part thereof or any interest therein.

26. The parties agree that there are no oral or other conditions, terms, covenants, representations or inducements in addition to or at variance with any of the terms hereof, and that this Agreement represents the voluntary and clear understanding of both parties fully and completely.

27. Notwithstanding anything hereinbefore contained, the Association will by notice given in a newspaper in such cities and towns of Alberta as are selected by the Directors of the Association, fix the date at which it will commence business and, until such date, the Producer may sell or otherwise dispose of his livestock, if accompanied by actual delivery of the same, and the Association shall not be bound to accept delivery thereof or be otherwise liable in respect thereto.

IN WITNESS WHEREOF the Producer has hereunto set his hand and seal and the Association has hereunto affixed its seal under the hand of its proper officer in that behalf, the day and year first above written.

SEALED, DELIVERED and COUNTERSIGNED by the President in the presence of

THE ALBERTA CO-OPERATIVE LIVESTOCK PRODUCERS, LIMITED.

SIGNED, SEALED and DELIVERED in the presence of

Per..... President.

..... Producer.

Subscribing Producer's Full Name.....Post Office Address.....

(Print this name)

## STATISTICAL INFORMATION

.....Name of Contract Signer

.....Post Office

Sec..... Tp..... Rge.....M.....Nearest Shipping Point

### STOCK OWNED BY CONTRACT SIGNER

Cattle of all Kinds..... Breeding Cows or Heifers .....

Brood Sows ..... Breeding Ewes .....

## AUTHORIZATION

I hereby authorize the Alberta Co-operative Livestock Producers, Limited, to deduct my membership fee of \$2 in this Association from the first returns available from the sale of my stock.

Signed.....Witness.....



# The Co-operative Marketing of Eggs

By R. H. ENNISMORE, Dominion Government Egg Inspector.

In marketing his product the farmer is able to combine his efforts with his neighbors' and by so doing produce a standard grade of high quality product, and by marketing a volume of this product through a Pool, effect savings which would be otherwise lost.

A study of the history of Co-operative Marketing will reveal the fact that only in a few instances has failure been traceable to faults in the systems adopted, but that there have been many errors in application for which those responsible for the system were only partly to blame. Among such errors were:

1. Failure to apply the system in every essential detail.
2. A lack of a thorough understanding between the organizers and those for whose benefit the organization has been undertaken.

## Means Effort and Often Sacrifice

Often the many difficulties which are sure to be encountered are not sufficiently explained and too much is promised at the outset to those who are willing to become members of the Pool, without making it clear that each individual must make an effort and understand that this project must be taken in hand just as any other business undertaking, which means effort, perseverance and often sacrifice in the early stages, leading to an inestimable betterment of conditions finally.

It often happens, too, that members of a co-operative marketing association fail to realize that they are partners of the association, which they will patronize only so long as it will pay a higher price than the old firms to whom they have sold before. Those opposed to co-operatives among farmers will foster this attitude.

In this Province the principle of the co-operative has been successfully applied to wheat and is now being applied to other produce of the farm, from livestock to eggs. The Red Deer Co-operative association is an instance of that old adage, "Coming events cast their shadows before." This is voluntary, but it is a demonstration of what can be done by a live, business-like farmers' co-operative. The co-operative system has been found particularly suitable to the marketing of eggs.

The difficulty is that the quantity the average farmer has for sale is not sufficiently large to enable him to do an independent business. This is evident from the fact that the great bulk of eggs in this country is produced, not in large individual lots, on egg farms, of which there are but one or two, but in small lots.

Co-operation overcomes this difficulty. Farmers can assemble their several small lots and ship together under the case plan, and a graded price is returned to every farmer, except in cases where there is a candling station established, such as at Red Deer; then quicker returns can be made and a community reputation built up in a high grade product, all of which is bound eventually to have a marked favorable effect upon the price received by the producer.

## Inefficiency of Old Egg Marketing.

We call it the old system, as the Federal legislation in the new Egg Grading Regulations tends to abolish the old way, but like the bad penny, it is with us yet. The bulk of market eggs produced in this Province is first taken to the country store-keeper. It is the usual practice to trade eggs for merchandise on a flat rate regardless of size, cleanliness or quality. In pioneer days this was the only possible means. Prices were low and quantities small. The farm flock was looked on as a necessary evil, to eat up scraps, and as a convenience whereby to supply the home table with fowl and eggs. The small supplies were marketed and it did not matter when or where.

Since the war conditions have changed. Both poultry and eggs have increased in price. The farm flock has increased and the best methods of production are carefully studied and the poultry branch is now an essential part of mixed farming.

The chief objection to the flat rate system is the practice of the first buyer to disregard quality. Such a practice is both unjust and unwise. Unjust because the farmer who markets a high grade product gets the same as the careless farmer who markets a low grade product. Unwise, because it is equivalent to placing a premium on careless methods. The loss sustained by the Province alone is enormous in consequence. It is estimated by one produce authority that 30 per cent. of the eggs of the Province are put into Seconds because of being dirty. This may be a very high estimate but nevertheless the percentage is certainly too high.

Then there is another loss by the Province of consignments of broken, stale, and bad eggs, unquestionably due to a clumsy, inefficient system of marketing eggs. Were all eggs purchased by the consumer of definite quality, there would be a natural increase in consumption.

## Becoming Familiar With Standards

As it is today, the average housewife is becoming more familiar with the Canadian Legal Standards of Eggs and now asks for Specials, Extras, Firsts and Seconds, and it is being recognized by retail stores that quality in eggs counts.

The effort to induce country storekeepers to buy on a graded basis involves the candling of the product, and that they should pay for at least two grades in two different prices. (Paragraph 10, Sec. 1, of the Regulations.) Against this have come many storekeepers' objections. They express the opinion that it is impossible for them to tell a farmer that he has bad eggs, or Number Twos. They say that the farmer would not stand for it, and would immediately cease to deal with them. It seems obvious that some method to relieve the storekeeper of the onus of candling must be found. Unquestionably that method is co-operation, because by means of co-operation the farmers themselves, through their own organization, are able to do their own grading.

In many instances country storekeepers can be used as shippers and their place of business be used as a collecting depot by paying them a definite commission per dozen.

There are several systems of payment, but nearly all of them are delayed as it is impossible to pay for the product until it has been candled, but with true co-operation, this is a secondary consideration.

## The Importance of Candling

There is no way of grading eggs properly, other than the process of candling. External conditions are a factor, such as size and cleanliness. But the greatest importance is the interior quality as seen through a candling lamp.

Alberta has become the second largest producing Province of the Western Provinces. This year there has been a total of 60,000 cases shipped out of the Province, which represents about two-thirds of the production.

And with such a volume a Pool could operate successfully and keep in the closest touch with all important markets, both at home and abroad. The cardinal principle of efficiency in present day marketing methods is that the product offered for sale must be of a certain specified standard and that always there must be a strict compliance with that standard. The demand for the product beyond a certain point depends upon its reputation and its reputation depends on a close adherence to grading laws of the Dominion Government, as all shipments have to pass inspection before being shipped.

## Conditions of Success

The principal condition, to the achievement of success in co-operation or Pool of a product may be summed up as follows:

1. A recognized necessity for improvement in marketing conditions.
2. The possibility of controlling a sufficient volume to justify employing competent management to meet the necessary overhead.
3. A cast iron contract between individual and Pool, binding him to market through the Pool all his marketable product.
4. Expert, energetic management and strictly expert methods of accounting.
5. Loyalty on the part of all members of the Pool.

There must be the general loyalty and confidence pervading the whole Pool, a confidence which will enable the management to carry on its business to the best advantage, and if care is taken in the selection of directors, the manager and all employees, such confidence will be assured.

Exceptionally keen competition should really prove to each member that his efforts are necessary and worth while. Co-operation of other countries is demonstrated by New Zealand and Denmark, which are two of the best examples.

Experience leaves little room for doubt that Co-operative Marketing based on sound principles and loyalty is the very best possible method of marketing in its consistent average results.



# Provincial Egg and Poultry Pool Prepared to Enroll Members

Definite Scheme Outlined for Contract Pool—Eggs to be Sold According to Grade

By S. S. SEARS, Chairman U. F. A. Co-operative Marketing Committee.

Judging by the phenomenal increase in the volume of eggs and poultry that have been marketed by the producers of the Province during the last five years, it is probable that within another five years Alberta will have an egg and poultry business second only in importance and value to its wheat crop.

The following figures give some idea of its importance, cash value and rapid growth. It is already a business of considerable proportions although at present it is only in its infancy.

## Eggs Exported

1921—15 cars, approximately 7,500 cases; approximate value \$75,000. 1922—60 cars, approx. 30,000 cases; approx. value \$300,000. 1923—160 cars, approx. 80,000 cases; approx. value \$800,000.

## Market for Poultry

No exact figures are obtainable as regards market for poultry, but a fair estimate of the amount marketed and its value in 1923 would be 2,000,000 lbs. of an approximate value of \$400,000. It

2. When sufficient volume of poultry and eggs are signed up the Association will notify the producer that they will take delivery of his produce.

3. Around each shipping point a local agent to take care of the shipping of his eggs and poultry will be appointed.

4. Producers' eggs and poultry will be kept separate and graded at the nearest candling plant.

5. Candling plants will be located at the most convenient centres where sufficient volume warrants the expense. Probable points, Edmonton, Vegreville, Vermilion, Stettler, Red Deer, Calgary, Lethbridge and Medicine Hat.

6. The eggs will be pooled and sold according to grade.

7. All profits will be returned to the

producers after operating expenses and suitable reserves have been deducted.

8. Immediately after the eggs and poultry have been graded, cheques will be remitted to the producer covering the initial payment or full market value (whichever the board decides) at the time the eggs and poultry are delivered.

9. The Association will be managed by a board of directors elected by the contract signers, similar to the Wheat Pool.

## A Splendid Example

In our own Province we have a splendid example of what can be accomplished through co-operative marketing. The Egg and Poultry Marketing Service last year handled approximately 24 per cent. of the eggs and 48 per cent. of the poultry. Some idea of the value to farmers of this marketing service may be gained by a careful perusal of the figures which were paid during the current year. These are given at the foot of this page.

Successful co-operative marketing of eggs and poultry can be accomplished, as witness the success of the various associations of the Pacific coast states, the Eastern states and also one Eastern Canada co-operative enterprise.

# History of Negotiations for Formation of Egg and Poultry Pool

By Mrs. H. E. G. H. SCHOLEFIELD

As Convener of Marketing for the U. F. W. A. I have always been intensely interested in the better marketing of our produce, and as a member of the U. F. A. Committee appointed to study and solve the problems of co-operative marketing, more and more it has been impressed up me, that even with all the difficulties in our way, an Egg and Poultry Pool effectively carried on is our only salvation.

## Women's Distinct Demand

The women at the last Convention distinctly demanded a Pool for their produce. In this issue of "The U. F. A." will be found the contract and it is now up to us women to prove our sincerity by making the Pool a success, which can only be done by everyone becoming a member. If half the producers of the Province sit back, to wait and see if the Pool is going to be a success—there will be none. Only by all getting together and backing up the effort can we go ahead.

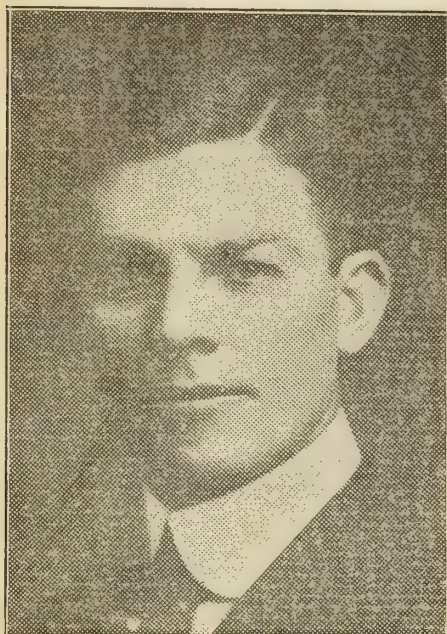
"All for each and each for all," is the only short road to prosperity. There must be true co-operation and everyone must help, to gain success for all.

It may be of interest briefly to review the work that has been carried on since the last Annual Convention of the U.F.A. unanimously adopted a resolution calling for the organization of an Egg and Poultry Pool as soon as feasible.

Several interviews with the Government for the purpose of discovering a plan for systematic co-operative marketing have been held.

An effort was made, immediately

after the Convention, to take over and operate the Provincial Egg and Poultry Marketing Service on a co-operative basis. A plan was submitted to the De-



S. S. SEARS

Chairman U. F. A. Co-operative Marketing Committee

is safe to assume that within the next few years the industry will have increased several hundred per cent.

Already direct market connections have been established for Alberta eggs and poultry in England, and shipments of carlots of live poultry have been made to Montreal, Toronto, Vancouver, New York, Los Angeles and San Francisco.

The marketing committee of the U. F. A. have been investigating the possibilities of co-operative marketing of eggs and poultry and present the following plan:

## Plan of the Pool

1. Each producer must sign the membership agreement.



MRS. H. E. G. H. SCHOLEFIELD

Convener of the Co-operative Marketing Committee of the U. F. W. A. and a member of the U. F. A. Co-operative Marketing Committee.

Average Price Paid on Grade by  
E. P. M. S. Calgary

	Extra	Firsts	Seconds
Feb. 1st to March 31st.....	26c	22½c	15½c—21 1-3c
April 1st to Aug. 31st.....	20½c	18½c	14c —17 2-3c
Sept. 1st to Nov. 30th.....	37½c	33c	23½c—31c

Average Prices  
Paid in Trade  
by Country  
Merchants

	Farm Run
Feb. 1st to March 31st.....	13c
April 1st to Aug. 31st.....	10c
Sept. 1st to Nov. 30th.....	25c



partment of Agriculture, under whose direction this service is now operated. This plan was thoroughly considered by the full cabinet, and finally discarded as being undesirable.

It was found that special legislation would be required, and the Co-Operative Marketing Act, passed towards the end of last session, will simplify our work in establishing the egg pool.

At the Board meeting in July we reported what we had done and the Committee was then instructed to go ahead and get out the charters. Members of

the Committee were constituted a Provisional Board, and steps were taken to obtain the charter.

It was thought advisable to wait until harvest was over before putting on a drive for members of the Egg and Poultry Pool.

#### Example of Marketing Service

It is now up to all Locals to help in the work, by getting into the organization all nearby districts where there are at present no U. F. A. or U. F. W. A. Locals; for it is only by the fullest co-operation of all the poultry raisers in the Province that we can make our Pool

the success that we want it to be. In organization we shall reap the benefits of true co-operation.

Eggs and poultry being so perishable, there are many serious problems to solve, of which the gathering and storing are important ones. We hope, however, that these will all be overcome in time, and that in future we will be able to point with pride to the outcome of the resolution passed by our 1924 Convention.

If your Local has not already appointed a Convener of Marketing I trust you will do so.

## You May Join the Alberta Poultry Pool Today

By signing the Agreement printed in this Supplement, in the presence of a witness, and mailing, together with the Membership Fee of \$1, to

THE SECRETARY, ALBERTA POULTRY PRODUCERS, LIMITED, LOUGHEED BUILDING, CALGARY

The Producer's signature should be written in the place indicated, on the dotted line above the word "Producer", and should carry the signature of a witness on the line opposite, on the left hand side of the page. Do not fill in the blank spaces indicated by the two dotted lines above. These are to be signed by an officer of the Association and a witness to his signature.

Please fill in all the information asked for in the information blank, which follows the Agreement on Page Six. Also fill in the date at the beginning of the Agreement. Tear off the Agreement at the perforated line.

In case you are unable to pay the \$1 membership fee, sign the attached Authorization.

## ALBERTA CO-OPERATIVE POULTRY PRODUCERS, LIMITED

### Agreement

THIS AGREEMENT made this \_\_\_\_\_ day of \_\_\_\_\_ A.D., 192\_\_\_\_, between THE ALBERTA CO-OPERATIVE POULTRY PRODUCERS, LIMITED, a body corporate formed under "The Co-operative Marketing Associations Act", with its head office at the City of Calgary, in the said Province, hereinafter called "The Association", of the First Part, and the undersigned, a person concerned in the production of poultry and eggs in the Province of Alberta, and in the marketing of the same, hereinafter called "The Producer", of the Second Part.

WHEREAS, the Association has been formed primarily for the purpose of marketing collectively the eggs and poultry of its individual members.

WHEREAS, the Producer desires to co-operate with others concerned in the production of poultry and eggs in the said Province and in the marketing of same for the purpose of promoting and encouraging the business of producing and marketing poultry and eggs and improving in every legitimate way the interests of the Producers, and is desirous of becoming a member of the Association.

NOW THIS AGREEMENT WITNESSETH, that in consideration of the premises and the covenants and agreements on the part of the Association as hereinafter set out and the execution of this Agreement, or one similar in terms by other producers of poultry and eggs in the said Province and in consideration of the mutual obligations herein set forth, it is hereby mutually agreed by and between the parties hereto as follows:

1. The Producer covenants and agrees to consign and deliver to the Association or its order, as it may direct and at such stations or other places as may be designated by the Association, all poultry of every kind, age, and sex, and all eggs produced or acquired by or for him during the years 1925, 1926, 1927, 1928, 1929, save and except:

(a) Poultry or eggs required for the use of the Producer and his family.

(b) Poultry used, transferred or sold for breeding purposes.

(c) Eggs used or sold for hatching and incubation purposes.

Provided, however, that in any particular instance, the Producer may, upon obtaining the written consent of the Association, dispose of any or all of his eggs and poultry outside the provisions of this Contract, and the granting of such consent is to be in the absolute discretion of the Association.

2. The Association agrees, subject to the provisions of this Contract, to act as agent, factor, mercantile agent and attorney in fact for the Producer, and in its discretion to receive, take delivery of, handle, mix, pack, kill, process, candle, store, transport, market, sell, or otherwise deal with or dispose of the eggs and poultry delivered to it by the Producer under this Agreement, and any product or by-product thereof.

3. The Producer agrees to deliver the said poultry and eggs at the place or places to be designated by the Association, in a good and marketable condition and in compliance with any rules and regulations made from time to time by the Association, and subject to any laws of the Province of Alberta applicable thereto.

4. The Association will, whenever possible, in its discretion, take delivery of the Producer's poultry and eggs at the most convenient delivery point.

5. The Producer expressly covenants and agrees that he will not, save as herein permitted, sell or otherwise dispose of any of the poultry and eggs produced or acquired by him in the Province of Alberta during the life of this Agreement, to any person or persons, firm or corporation, other than the Association.

6. The Producer hereby appoints the Association his sole and exclusive agent, factor and mercantile agent within the meaning of the Factor's Act of the Province of Alberta and also as his attorney in fact, for the purpose hereinafter set forth with full power and authority in its own name, in the name of the Producer, or otherwise to transact such business and take such action as may be necessary, incidental or convenient for the accomplishment thereof, coupling such appointment with a direct financial interest as a common agent, factor and mercantile agent and attorney in fact of the Producers hereunder and without power of revocation for the full term hereof:

(a) To receive and take delivery of, handle, mix, pack, kill, process, candle, store, transport, market, sell, or otherwise deal with or dispose of the eggs and poultry delivered to it by the Producer under this Agreement, and any product or by-product thereof, in whatever way and at such time and place as the Association shall in its judgment determine to be to the best advantage of all the Producers who have executed this Agreement or an Agreement similar in terms.

(b) To classify the poultry and eggs received by the Association from any Producer according to grade to be determined by the Association or any statute or statutory regulation applicable thereto, and to mingle and mix any or all poultry and eggs received from any Producer with poultry and eggs of like kind and grade delivered to the Association by the Producer.

(c) To make regulations establishing grade standards and to grade and classify all poultry delivered to it by the Producer in accordance with such grade standards, it being understood that the Dominion "Live Stock and Live Stock Products Act" or any Act passed in lieu or in substitution thereof, and the regulations made thereunder for the time being in force shall govern the grading of all eggs delivered to the Association by the Producer.

(d) To borrow money in the name of the Association and on its own account on the poultry and eggs delivered to it or on any warehouse, or storage receipts, or on any drafts, bills of lading, bills of exchange, notes or acceptances, orders or on any commercial paper delivered therefor



and to exercise all rights of ownership without limitation and to pledge in its name and on its own account such poultry and eggs, warehouse, or storage receipts, bills of lading, bills of exchange, notes or acceptances, order, or any commercial paper as collateral therefor.

(e) To prosecute or settle any and all claims for damages or otherwise which may occur in connection with the handling of the Producer's poultry and eggs during transit or otherwise or that may arise in connection with the exercise of any of the powers or authority herein granted and for that purpose to do all things necessary or incidental thereto.

(f) Generally to exercise all powers and do all things which the Association is authorized to do by the Memorandum or Articles of Association.

7. The Association shall, as soon as practicable, after the delivery of eggs or poultry to it by the Producer, make an advance to the Producer at such rate according to kind, quality, place and time of delivery and estimated value thereof as the Association shall in its discretion from time to time deem proper.

8. The proceeds from the sale of all poultry and eggs sold by the Association shall be kept by the Association in separate primary funds according to the kind of commodity, as follows:

- (a) Egg Fund.
- (b) Turkey Fund.
- (c) Poultry Fund.

From each of these funds shall be deducted:

(a) The cost of handling eggs or poultry or that kind, including all brokerage, tolls, express, freights, yard and feed charges, storing, grading, candling, killing, packing, processing charges, and insurance.

(b) The pro rata share of the overhead operating expense of the Association including taxes, legal expenses, advertising and general expense of the Association.

(c) Such sum, not exceeding three per cent. of the gross selling price as the Association shall deem advisable, as a commercial reserve to be used for any of the purposes or activities of the Association.

Within the said primary funds the proceeds from the sale of all eggs or poultry of that kind shall be pooled according to periods of delivery of such eggs and poultry, to be fixed by the Association in its discretion and hereinafter called distribution periods. All such funds shall be deemed to be the undivided monies of the Association, belonging to the Association and usable for any of the proper activities or purposes of the Association.

9. The Board of Directors of the Association shall from time to time in its discretion, by resolution, determine and fix the basis upon which the said several primary funds shall be distributed. The Association will, as soon as possible after the close of each distribution period, as hereinbefore mentioned, pay the Producer out of the particular primary fund to which the proceeds from the sale of his commodity have been appropriated, his proportion of the said fund, according to the basis determined as aforesaid, less all deductions which the Association is entitled to make pursuant to Paragraph 8 hereof, and less all advances made to the Producer, and less all further deductions authorized by this Agreement or by the Memorandum and Articles of Association.

10. The Association may make rules and regulations and provide inspectors and valuers to inspect and determine the estimated value of the eggs and poultry delivered to it; and the Producer agrees to observe and perform any such rules and regulations prescribed by the Association, and the valuation made by the Association shall be final and conclusive in all cases.

11. Any unused balance of reserve, as hereinbefore provided, shall, subject to the unrestricted use thereof by the Association, stand in the name of the Association and be owned by the members and shall, when in the opinion of the Directors a distribution should be made or upon a dissolution of the Association, be divided in the same proportion to which it was contributed by the members.

12. The Producer covenants and agrees to pay the sum of One (\$1.00) dollar to defray the expenses of organization, to carry on field service and educational work and other proper activities of the Association.

13. All grading of eggs shall be subject in all particulars to the provisions of the Dominion "Livestock and Livestock Products Act" or any Act passed in lieu or in substitution thereof and regulations made thereunder; and all grading of poultry shall be subject in all particulars to the regulations of the Association relative thereto and in force for the time being.

14. Inasmuch as the remedy at law would be inadequate and inasmuch as it is now and ever will be impracticable and extremely difficult to determine the actual damage resulting to the Association should a Producer fail to deliver all of his poultry and eggs, as herein provided, the Producer hereby agrees to pay to the Association for all poultry and eggs delivered, sold, consigned or marketed by or for him or withheld, other than in accordance with the terms hereof an amount equal to seven cents for each dozen eggs and two dollars for each dozen commercial poultry sold, consigned, delivered or marketed by or for him and so undelivered to the Association, as liquidated damages for the breach of this contract, all parties agreeing that this Agreement is one of a series, depending for its true value upon the adherence of each and all of the contracting parties to each and all of the said Agreements.

15. The Producer agrees that, in the event of a breach by him of any material provision hereof, particularly as to delivery or marketing of any poultry and eggs other than through the Association, the Association shall upon proper action instituted by it, be entitled to an injunction to prevent further breach hereof, and other equitable relief, according to the terms of this Agreement; and the Association and the Producer expressly agree that this Agreement is not a contract for personal services or demanding exceptional capacity or talent; and that this is a contract of agency coupled with financial interest under special circumstances and conditions and that the Association cannot go into the open markets and secure poultry and eggs to replace any which the Producer may fail to deliver; and that this contract will be the proper subject for the remedy of specific performance in the event of a breach thereof.

16. The Producer hereby authorizes the Association to enter into any contract for such consideration and on such terms and conditions as it may deem advisable and profitable for the handling, mixing, packing, killing, processing, candling, storing, transporting, marketing, selling, or otherwise dealing with or disposing of the eggs and poultry, and the products or by-products thereof received by any person, firm or corporation, or by any Association already or hereafter organized in the Province of Alberta as a co-operative egg and poultry marketing organization.

17. The Association may sell all or any part of the eggs and poultry delivered to it by its members pursuant to this Agreement through any agency or by joining with any agency for the co-operative marketing of eggs and poultry in the Provinces of Alberta, Saskatchewan, Manitoba, British Columbia or elsewhere in the Dominion of Canada, under a contract or otherwise and under such conditions as will serve the joint interests of the Producers, and the Association is hereby authorized and empowered to transfer to and confer upon or exercise through any such agency formed or to be formed, any or all of the powers, rights and privileges of this Association under this contract, including without restricting the generality of the foregoing, all or any of the rights conferred upon the Association by and pursuant to Section 6 hereof.

18. The Association may establish selling, statistical, or other agencies in any place in the world, and the Association may act in any of the businesses of the Association through or by means of agents, brokers, sub contractors, or others.

19. It is expressly provided and agreed that this Agreement shall not come into effect or be binding upon the parties hereto unless and until signatures by producers of poultry and eggs have been secured to this Agreement or an Agreement similar in terms, whose total production of marketable poultry and eggs shall be equal to thirty-three and one-third (33 1/3) per cent. of the total poultry and eggs marketed in and exported from the Province of Alberta in the year 1923, as shown by the records of the Dominion Department of Agriculture, and a resolution of the Board of Directors that contracts covering such production have been received will be conclusive evidence thereof; provided, however, that if such percentage has not been obtained, and such resolution has not been passed on or before the 1st of August, 1925, this Contract shall be void and of no effect.

20. This Agreement shall be binding upon the Producer, his personal representatives, successors and assigns during the period hereinbefore mentioned as long as he produces poultry and eggs directly or indirectly or has the legal right to exercise ownership or control of any part thereof or any interest therein.

21. The parties agree that there are no oral or other conditions, terms, covenants, representations or inducements in addition to or at variance with any of the terms hereof, and that this Agreement represents the voluntary and clear understanding of both parties fully and completely.

22. Notwithstanding anything hereinbefore contained, the Association will by notice given in a newspaper in such cities and towns of Alberta as are selected by the Directors of the Association fix the date at which it will commence business and until such date, the Producer may sell or otherwise dispose of his poultry and eggs, if accompanied by actual delivery of the same, and the Association shall not be bound to accept delivery thereof or be otherwise liable in respect thereto.

IN WITNESS WHEREOF the Producer has hereunto set his hand and seal and the Association has hereunto affixed its seal under the hand of its proper officer in that behalf, the day and year first above written.

SIGNED, DELIVERED and COUNTERSIGNED by the President in the presence of

ALBERTA CO-OPERATIVE POULTRY PRODUCERS, LIMITED.

SIGNED, SEALED and DELIVERED in the presence of

Per..... President.

..... Producer.

Subscribing Producer's full name.....

(Print this name)

Post Office Address.....

Number of Hens in Flock..... Sec..... Tp..... Rge..... M

## AUTHORIZATION

I hereby authorize the Alberta Co-operative Egg and Poultry Producers, Limited, to deduct my membership fee of \$1 in this Association from the first returns available from the sale of my eggs and poultry.

Signed..... Witness.....



## You May Join the Alberta Dairy Pool Today

By signing the Agreement printed in this Supplement, in the presence of a witness, and mailing, together with the Membership Fee of \$2, to

THE SECRETARY,  
ALBERTA DAIRY PRODUCERS, LIMITED,  
LOUGHEED BUILDING, CALGARY.

The Producer's signature should be written in the place indicated, on the dotted line above the word "Producer", and should carry the signature of a witness on the line opposite, on the left hand side of the page. Do not fill in the blank spaces indicated by the two dotted lines above. These are to be signed by an officer of the Association and a witness to his signature.

Please fill in all the information asked for in the information blank, which follows the Agreement on Page Eight. Also fill in the date at the beginning of the Agreement. Tear off the Agreement at the perforated line.

In case you are unable to pay the \$2 membership fee, sign the attached Authorization.

## ALBERTA CO-OPERATIVE DAIRY PRODUCERS, LIMITED

### Agreement

THIS AGREEMENT made this \_\_\_\_\_ day of \_\_\_\_\_ A.D., 192\_\_\_\_, between THE ALBERTA CO-OPERATIVE DAIRY PRODUCERS, LIMITED, a body corporate, formed under "The Co-operative Marketing Associations Act", with its head office at the City of Edmonton, in the Province of Alberta, hereinafter called "The Association", of the First Part, and the undersigned, a person concerned in the production of milk or cream, in the Province of Alberta, hereinafter called "The Producer", of the Second Part.

WHEREAS, the Association has been formed primarily for the purpose of marketing collectively the milk and/or cream of its individual members and/or butter and/or cheese, the product thereof.

AND WHEREAS, the Producer desires to co-operate with others concerned in the production of milk and/or cream in the said Province and in the marketing of same or any products thereof, for the purpose of improving in every legitimate way the interests of the Producers and is desirous of becoming a member of the Association.

NOW THIS AGREEMENT WITNESSETH that, in consideration of the premises and the covenants and agreements on the part of the Association, as hereinafter set out, and the execution of this Agreement, or one similar in terms, by other Producers of milk and/or cream in the said Province, and in consideration of the mutual obligations herein set forth, it is hereby mutually agreed by and between the parties hereto as follows:

1. The Producer covenants and agrees to deliver to the Association, or its order, as it may direct, and at such loading station or platform or other place as may be designated by the Association, all milk or cream produced or acquired by him, either as milk or cream, during the years 1925, 1926, 1927, 1928 and 1929, save and except only such milk or cream as he may desire to use for his own or family use or stock feeding purposes.

2. The Producer hereby agrees to deliver the said milk and/or cream as aforesaid in a good and marketable condition and in compliance with any rules and regulations made from time to time by the Association and subject to any laws of the Province of Alberta applicable thereto.

3. The Association agrees, subject to the provisions of this contract, to act as agent, factor, mercantile agent and attorney in fact for the Producer and, in its discretion, to receive, take delivery of, handle, mix, manufacture into butter or cheese or milk products, store, transport, market, sell or otherwise dispose of the milk and/or cream delivered to it by the Producer under this Agreement or any product or by-product thereof.

4. The Association will, whenever possible, in its discretion, take delivery of the said milk and/or cream at the delivery point most convenient to the Producer.

5. The Producer expressly covenants and agrees that he will not sell or otherwise dispose of any of the milk and/or cream produced or acquired by him in the Province of Alberta during the life of this Agreement to any person or persons, firm or corporation other than the Association.

6. The Producer hereby appoints the Association his sole and exclusive agent, factor and mercantile agent, within the meaning of the "Factors' Act" of the Province of Alberta, and also as his attorney in fact for the purposes hereinafter set forth with full power and authority in its own name, in the name of the Producer or otherwise to transact such business and take such action as may be necessary, incidental or convenient for the accomplishment thereof, coupling such appointment with a direct financial interest as a common agent and attorney in fact of Producers hereunder and without power of revocation for the term hereof:

(a) To receive and take delivery of the milk and/or cream delivered to it by the Producer, handle, transport and market all or any part thereof as fluid milk or otherwise and to manufacture all or any part thereof into any milk products or by-products, all within its discretion and in whatever way and at such time and place as the Association shall, in its judgment, determine to be to the best advantage of all the Producers who have signed this Agreement or an Agreement similar in terms.

(b) To mingle any milk or cream delivered by the Producer with milk or cream delivered to the Association by other Producers.

(c) To make regulations establishing grade standards and to grade and classify any and all milk delivered to it by the Producer in accordance with such grade standards, it being understood that the "Dairymen's Act" of the Province of Alberta and the regulations made thereunder for the time being in force shall govern the grading of all cream delivered to the Association by the Producer.

(d) To borrow money in the name of the Association and on its own account on the milk and/or cream delivered to it by the Producer or on any warehouse, storage, or other receipt, or on any draft, bills of lading, bills of exchange, notes or acceptances, orders or on any commercial paper delivered therefor and to exercise all rights of ownership without limitation, and to mortgage or pledge in its name and on its own account, such milk and/or cream and any warehouse, storage or other receipt, bills of lading, bills of exchange, notes or acceptances, order or any commercial paper as security therefor.

(e) To acquire by purchase, lease or otherwise, and to own, sell, lease, construct, hold, operate, maintain, manage and dispose of warehouses, cold storage and refrigerator plants, creameries, factories, packing plants and machinery and plant for the manufacture of artificial ice.

(f) To prosecute or settle any and all claims for damages or otherwise which may occur in connection with the handling of Producers' milk and/or cream during transit or otherwise or that may arise in connection with the exercise of any of the powers or authority herein granted and for that purpose to do all things necessary or incidental thereto.

(g) Generally to exercise all powers and do all things which the Association is authorized to do by the Memorandum or Articles of Association.

7. The Producer agrees that the milk and/or cream will be produced, kept and delivered under sanitary conditions and that the Association shall have the right to reject any milk or cream not conforming to its standards. The Association shall also have the right, through its Directors or other representatives, at any time to inspect the cows, stables and milk houses of the Producer.

8. The Association reserves the right to notify and require the Producer from time to time and, in the absolute discretion of the Association, to deliver his product to the Association either in whole or in part as cream or fluid milk, and the Producer covenants and agrees to deliver his milk and/or cream in accordance with such notice and requirement.

9. The proceeds from the sale of all milk and cream and products or by-products thereof sold by the Association shall be kept by the Association in separate primary funds as follows:

- (a) Butter Fund.
- (b) Cheese Fund.
- (c) Fluid Milk Fund.

It being hereby agreed that the Directors of the Association shall, in their discretion, determine the appropriation to the respective funds



above mentioned of the proceeds from any milk or cream delivered to it by the Producer in accordance with the grade and place of delivery of such milk and cream and having regard to the use made of such milk and cream by the Association.

Within the said primary funds the proceeds from the sale of milk and/or cream shall be pooled according to periods of delivery, to be fixed by the Association in its discretion and hereinafter called distribution periods. All such funds shall, during the said distribution period, be deemed to be the undivided monies of the Association, belonging to the Association and usable for any of the proper activities or purposes of the Association.

10. From each of the said funds shall be deducted:

(a) The cost of handling the milk or cream and the products and by-products thereof, the proceeds of which have been appropriated to such fund, including all tolls, freights, express charges, insurance and other handling charges but not including any freight or express charges between the place of shipment by the Producer and the place of accepting delivery by the Association, which shall be charged to and deducted from any moneys payable to the individual Producer unless paid by him at the time and place of shipment.

(b) The pro rata share of the overhead operating expense of the Association, including taxes, legal expenses, advertising and all other proper charges such as salaries, fixed charges and general expenses of the Association.

(c) Such sum, not exceeding five per cent. (5%) to be deducted monthly from the amount due each Producer as an insurance or reserve fund or for the purpose of purchasing, acquiring or leasing any lands, or purchasing, leasing or erecting any buildings, machinery or equipment, provided, further, that such deduction shall not at any time exceed three per cent. (3%) unless the deduction of a larger amount be authorized by a special general meeting of the Association called for that purpose, in which case the Producer hereby agrees to be bound by the decision of such meeting, whether he be present or not.

11. The Association agrees to make to the producer an initial advance on or about the first and fifteenth days of each and every month next after the delivery of the Producer's milk or cream to the Association. The amount of such advance shall be in the discretion of the Association and shall be determined by the grade of such milk or cream and having regard to the particular funds to which the proceeds from the sale of the Producer's milk or cream have been allocated.

12. The Association will, as soon as possible after the close of each distribution period, as hereinbefore provided, pay to the Producer out of the particular primary fund to which the proceeds from the sale of his milk or cream have been appropriated, his proportion of the said fund based upon the grade and quantity of milk or cream delivered less all advances made to the Producer and less all deductions authorized by this Agreement and all handling and other proper charges of every description whatsoever.

13. Any unused balance of reserves, as hereinbefore provided, shall, subject to the unrestricted use thereof by the Association, stand in the name of the Association and be owned by the members and shall, when in the opinion of the Directors a distribution should be made or upon the dissolution of the Association, be divided among the Producers in the same proportion in which it was contributed.

14. The Producer covenants and agrees to pay a membership fee of Two Dollars (\$2.00) to defray the expenses of organization, to carry on field service and other educational work and other proper activities of the Association.

15. All testing and grading of cream shall be subject in all particulars to the provisions of the "Dairymen's Act" of the Province of Alberta and amendments thereto and regulations made thereunder; and all testing and grading of milk shall be subject in all particulars to the regulations of the Association relative thereto and in force for the time being.

16. Inasmuch as the remedy at law would be inadequate and inasmuch as it is now, and ever will be, impracticable and extremely difficult to determine the actual damage resulting to the Association should a Producer fail to deliver all of his milk or cream, as herein provided, the Producer hereby agrees to pay to the Association for all milk and cream delivered, sold, consigned or marketed by or for him or withheld, other than in accordance with the terms hereof, the sum of Ten Cents (10c) per lb. butter fat for each pound so sold or withheld as liquidated damages for the breach of this Contract, all parties agreeing that this Agreement is one of a series depending for its true value upon the adherence of each and all contracting parties to each and all of the said Agreements.

17. The Producer agrees that, in the event of a breach by him of any material provision hereof, particularly as to delivery or marketing of any milk and/or cream other than through the Association, the Association shall, upon proper action instituted by it, be entitled to an injunction to prevent further breach hereof, and other equitable relief, according to the terms of this Agreement; and the Association and the Producer expressly agree that this Agreement is not a contract for personal services or demanding exceptional capacity or talents; and that this is a Contract of agency coupled with financial interest under special circumstances and conditions and that the Association cannot go into the open markets and secure milk and/or cream to replace any which the Producer may fail to deliver; and that this Contract will be the proper subject for the remedy of specific performance in the event of a breach thereof.

18. The Producer hereby authorizes the Association to enter into any contract for such consideration and on such terms and conditions as it may deem advisable and profitable for the handling, transporting, grading, marketing, manufacturing or selling of milk or cream or the products or by-products thereof received by any Association already or hereafter organized in the Province of Alberta as a Co-operative Milk or Cream Marketing Association.

19. The Association may establish selling, statistical or other agencies in any place in the world and the Association may act in any of the businesses of the Association through or by means of agents, brokers, sub-contractors or others.

20. It is expressly provided and agreed that this Agreement shall not come into effect or be binding upon the parties hereto unless and until signatures by Producers of milk and/or cream have been secured to this Agreement, or an Agreement similar in terms, whose total production of milk and/or cream shall be, in the opinion of the Board of Directors, equal to Thirty-three and one-third per cent. (33 1-3%) of the total milk and/or cream marketed in the Province of Alberta in the year 1923 as shown by the records of the Dominion Department of Agriculture and a resolution of the Board of Directors that contracts covering such production have been received will be conclusive evidence thereof; provided, however, that if such percentage has not been obtained, and such resolution has not been passed, on or before the first day of August, 1925, this contract shall be void and of no effect.

21. This Agreement shall be binding upon the Producer, his personal representatives, successors and assigns, during the period hereinbefore mentioned, as long as he produces milk and/or cream, directly or indirectly, or has the legal right to exercise ownership or control of any part thereof or any interest therein.

22. The Parties agree that there are no oral or other conditions, premises, covenants, representations or inducements in addition to or at variance with any of the terms hereof and that this Agreement represents the voluntary and clear understanding of both parties fully and completely.

23. Notwithstanding anything hereinbefore contained, the Association will by notice given in a newspaper in such cities and towns of Alberta as are selected by the Association, fix the date at which it will commence business and, until such date, the Producer may sell or otherwise dispose of his milk and/or cream if accompanied by actual delivery of the same and the Association shall not be bound to accept delivery thereof or be otherwise liable in respect thereto.

IN WITNESS WHEREOF the Producer has hereunto set his hand and seal and the Association has hereunto affixed its seal under the hand of its proper officer in that behalf, the day and year first above written.

SEALED and DELIVERED and  
COUNTERSIGNED by the President  
in the presence of:

THE ALBERTA CO-OPERATIVE DAIRY PRODUCERS, LIMITED.

Per.....  
President.

SIGNED, SEALED and DELIVERED  
in the presence of:

.....  
Producer.

Subscribing Producer's Full Name.....Post Office Address.....  
(Print this name)

Average number of cows milked in 1923?..... Number of cows you expect to milk in 1925?.....

Average number of cows milked in 1924?..... What is your nearest creamery or cheese factory?.....

Section.....Township..... Range.....Meridian.....

## AUTHORIZATION

I hereby authorize the Alberta Co-operative Dairy Producers, Limited, to deduct my membership fee of \$2 in this Association from any moneys due to me for milk or cream or other dairy products sold through the Association.

Signed.....Witness.....



## MR. FARMER !

Do you realise that the *Canadian Public* demands a Bacon that is *lean*? The English Market demands a Wiltshire Side that is *lean*. "SWIFT'S DIGESTER TANKAGE" is a solution for satisfying these demands.

**WHAT DOES IT DO?** It supplies the protein and phosphates necessary for computing a balanced ration in most economical and palatable form. It develops bone and muscle in young pigs and makes them grow. It grows hogs with more lean meat and less fat, hence Market Topper Hogs. DIGESTER TANKAGE fed hogs ship well with small shrinkage. While in no wise a medicine it so fortifies and strengthens the system against attacks of disease germs that DIGESTER TANKAGE fed hogs are always healthy hogs.

**HOW DO YOU FEED IT?** DIGESTER TANKAGE is not a complete feed. It should be feed with grain or forage crops. **START TO FEED IT GRADUALLY.** Best feeders start with one-quarter pound DIGESTER TANKAGE per head per day for hogs of 100 pounds weight. (Under that weight decrease in proportion). Gradually increase the DIGESTER TANKAGE up to one-half pound per day.

Write us for further particulars regarding feeding.

Guaranteed Analysis: Protein 60 per cent., Fat 8 per cent., Phosphates 6 per cent.

Produce the Hog that makes the Wiltshire Side and secure the Top Market Price.

## SWIFT CANADIAN CO.

LIMITED

TORONTO

EDMONTON

WINNIPEG

## FOR WINTER TRAVEL

# EXCURSIONS

### EASTERN CANADA

DAILY DURING DECEMBER  
and UNTIL JANUARY 5, 1925.  
Return Limit 3 Months.

### PACIFIC COAST

CERTAIN DATES IN  
DEC. - JAN. - FEB.  
Return Limit April 15, 1925

### CENTRAL STATES

DAILY DURING DECEMBER  
and UNTIL JANUARY 5, 1925.  
Return Limit 3 Months.

## OLD COUNTRY

TO ATLANTIC PORTS (ST. JOHN, HALIFAX, PORTLAND) in Connection with Steamship Tickets, DAILY  
DURING DECEMBER and UNTIL JANUARY 5, 1925. Return Limit 3 Months.

Ask About THROUGH TRAINS and TOURIST SLEEPERS TO THE SHIP'S SIDE

HAVE THE

# CANADIAN PACIFIC

PLAN YOUR TRIP

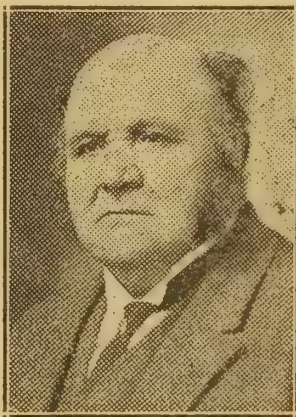


## Larcombe's Judgment Is Good

says Chas. H. Lewis, McAuley, Man.,

who writes as follows:—

"I needed a new Cream Separator and wanted to get yours because I have great faith in my friend Mr. Larcombe's judgment. The separator is all you claim it to be and we are well pleased with it. We gave it a thorough good tryout alongside our old machine and we can make 80c to \$1.00 more on a cream cheque from the milk put through yours. Everyone who has been in thinks well of it."



SAMUEL LARCOMBE,  
Birtle, Man.

Internationally known as the Wheat King, says:—

"Better separating, more accurate than a watch, easier turned, oils itself, every moving part runs in a bath of oil, practically noiseless when in motion, and a self-balancing, self-emptying bowl is what appeals to me in the Petrie Anker-Holth Cream Separator.

"I have been hoping for years someone would come forward with a real cream separator, selling direct from manufacturer to consumer, and I am pleased to say I believe your machine is the best, your price is right, and your co-operative plan gives every farmer a fair deal."

Write for our \$50 saving proposition. We will take your old machine in trade.

**Petrie Anker-Holth Company**

WINNIPEG and VANCOUVER

## EGG and POULTRY Marketing Service

Branches at  
Edmonton Calgary Lethbridge

Under the direction of The Poultry Branch, Provincial Department of Agriculture. Operated in the interests of the Poultry Producers of Alberta.

Assistance in marketing EGGS and POULTRY given to individual producers, small groups of producers, and organized Egg Circles. Returns made, according to grade.

A producers' movement—laying the foundation for Pool Marketing.

Assistance given in the formation of Egg Circles.

Write for information and current prices to

**Egg and Poultry Marketing Service**

9627-105a Ave., or 437-10th Ave. E.  
EDMONTON CALGARY

## Red Deer Convention Discusses Important Public Issues

**Demands Restoration of Crow's Nest Pass Agreement by Government, and Calls for Co-operation With Labor Forces—Asks for Conference to Discuss Situation in Federal House**

(Contributed)

The annual convention of the Red Deer Federal Constituency was held at the city of Red Deer on November 13th. It was, without doubt, one of the most satisfactory conventions that has so far been held in the constituency. About one hundred delegates were present, and the liveliest interest was manifested throughout. Mrs. Barritt, the president, and Mr. Biggs, director for Innisfail, presided during the session.

A discussion followed the financial statement, during the course of which it was pointed out that some method of financing other than the present would have to be adopted if the political associations were to carry on. The incorporation of the association so that it might handle its own money, and the consolidation into one fee of the U. F. A., Federal and Provincial dues, were among the changes suggested.

### President's Address

The president, in a speech which was exceedingly well received, referred to the work of the association during the four years of its existence, commended the loyalty and self-denying service of the various boards which had functioned during that time, and urged that more financial support must be forthcoming from the Locals if the work is to be continued. Referring to the economic situation, she contended that the activities of the various Pools must extend to such facilities as elevators, flour mills and packing plants before the producer will realize a very appreciable measure of return.

The high school problem confronting rural people was also referred to, and the remark, "We deserve what we are getting if we are content to let conditions remain as they are," was greeted with applause. The present distressing economic conditions, and the need for a rural credit system to be put into operation at the earliest possible moment, were touched on, as was also the need for high-souled men and women to continue the fight which had for its objective, in the last analysis, the raising of the standard of rural life.

### Have Power to Bring Reforms

Mr. Biggs then gave a brief but stirring talk on the need for united action on the part of all farmers, pointing out that we possess the power, did we but realize it, to bring about all the much-needed reforms. If we may be permitted a digression, we suggest that Mr. Biggs be supplied with a megaphone and invited to every picnic where farmers and their wives predominate; it might prove a good investment.

Mr. Biggs was followed by Ralph Patterson, the popular manager of the Alberta Central Co-operative, who, in a short speech outlined the work of that association—the largest in Canada.

### Member Discusses Issues

Mr. Speakman then addressed the convention. In an able speech he referred to the split in the Progressive group, presented his viewpoint and explained his stand on the various contentious questions. Among other matters he touched on rural credits, holding out the hope that something might be done this session; that Dominion bonds were eagerly bought, that the money could be loaned at 5½ per cent., and that a charge of 6½ per cent. would amortize a debt on the system of the long term loan—surely cheering news. He pointed out the vital necessity of holding the C. P. R. to its contract in connection with the Crow's Nest Pass agreement, and also touched on the Hudson Bay Railroad.

### Mrs. Barritt President

The election of officers resulted in the unanimous return of Mrs. Barritt, H. Wallace of Red Deer, and J. E. Brown of Castor, as president, first and second vice-presidents respectively. The directors are Ira D. Taylor, Big Valley; Ralph Patterson,

Red Deer; M. B. Roper, Mirror; Mr. Biggs, Elnora; P. La Marsh, Olds; J. Schofield, Alliance; and H. Wilson, Federal.

### Real Discussion Precipitated

The evening session dealt principally with resolutions, two of which, viz., rural credits and the Crow's Nest Pass Agreement, were passed without discussion. A motion for a vote of confidence in the Federal member precipitated the real discussion of the evening re the member's stand on the Woods-worth-Shaw amendment, and his relation to the "Ginger Group." While the sympathy of the speakers was obviously with the latter group, the daily press of Alberta to the contrary notwithstanding, it was felt that the convention had too little real information on the subject to deal intelligently with the matter, or to give definite instructions to the member. Broad-minded men and women appreciate the fact that in such a large group as the Progressives, there must be varying viewpoints, each of which contains a measure of truth. For these reasons a resolution was passed asking that a conference be called, composed of elected representatives from each Federal constituency, who along with the Federal members should formulate a common policy for the Alberta group in the Dominion House. The representatives elected to this conference from Red Deer constituency were the president and Ira D. Taylor. A vote of confidence was then unanimously tendered Mr. Speakman.

So long as U. F. A. Political Associations continue to function as the recent Red Deer association has functioned, there is the utmost hope for the future of the U. F. A. movement and for the realization of a true democracy.

The following resolutions were passed:

### The Resolutions

Resolutions carried by the convention are summarized below:

Opposing the spending of more money by the Government to secure agricultural immigrants until farming conditions in the Province are such that the average farmer can make a decent living.

Proposing a conference, prior to the Annual Convention, of Alberta Federal members and representatives of constituencies, to endeavor to arrive at a common basis for future action. From Lauderdale Local.

Urging control of natural resources by Alberta. Moved by I. D. Taylor and R. Pye.

Requesting Federal member strongly to support legislation to conscript wealth as well as men in case of war. Moved by M. B. Roper.

Expressing confidence in the work of A. Speakman, M.P., during the last session. Moved by H. Wallace and D. Thompson.

Opposing the disallowance of the Crow's Nest Pass Agreement and demanding immediate action from the Dominion Government to bring these rates into force again. From Delburne Local.

Strongly opposing the disallowance of the Mineral Rights Tax Act. From Delburne Local.

Demanding either abolition of the Senate or a rigorous curtailment of its powers. Moved by H. Wallace and W. H. Evans.

Instructing the executive to obtain the closest co-operation between urban and rural workers in Federal and Provincial elections. Moved by J. E. Lundberg and H. V. Green.

Recommending the setting of U. F. A. dues at \$3, \$2 to be sent to Central Office, 50 cents to remain in Locals, and 25 cents each to be paid to the Federal and Provincial constituency associations. Moved by I. D. Taylor and A. C. Johnstone.

Strongly supporting the establishment of a system of Federal rural credits. From Delburne Local.



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satisfied-

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Fill in and mail the coupon. Give all information asked for. We will send you a pair of our True Vision Reading Spectacles, the latest, first-class, large size full vision glasses. Genuine toric lenses with distinctive frames that are equal to glasses for which Specialists, after examination, might charge you \$14.00 or more. Our price, including case—after you have tried them and are satisfied—is \$6.00. Mail the coupon now.

**TORIC OPTICAL CO.**

Successors to E. Davidson  
Ready-to-Wear Spectacle House,  
Saskatoon

**COUPON**

**TORIC OPTICAL COMPANY,**  
230 Grain Building, Saskatoon,  
Sask.

Please send me by mail, post paid, a pair of reading spectacles on 10 days' free trial. These spectacles are your property until I pay your price—\$6.00. If they do not suit my eyesight, I may return them within the 10 days and there will be no charge.

Name \_\_\_\_\_

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How long have you worn glasses? \_\_\_\_\_

Light or dark rims preferred. \_\_\_\_\_

Post Office \_\_\_\_\_

Province \_\_\_\_\_

## Canadian Pacific— Land Colonizer and Industry Builder

FROM the beginning the Canadian Pacific has been an aggressive advertiser for settlers and tourists.

Since 1881 the Canadian Pacific has spent \$68,000,000 in promoting colonization.

Canadian Pacific has directly settled upon the land 55,000 families. Of its own lands it has settled about 17,000,000 acres.

Of the millions of settlers who have gone into western Canada since the Canadian Pacific was built, the vast majority have come in on the Canadian Pacific and to a great extent through Canadian Pacific initiative.

Because traffic had to be created by new settlement, by the development of new industries, such as lumbering and mining in the west, the Company has built up many large and prosperous communities, which not only furnish important markets for Canadian manufacturers, but provide a large amount of traffic for the road. In order to make the road pay, the Canadian Pacific not only fulfilled its original purpose of linking up the provinces in Confederation, but it built up the country.

So it always has been, and will be, whatever is in the interest of the Canadian Pacific is for the benefit of Canada. Canada's interests and those of the Canadian Pacific are always parallel.

**CANADIAN PACIFIC**

A Nation Building Railway

12-A

**Value \$5.00****FREE COUPON****Value \$5.00****GENUINE STOCK-REDUCING SALE**

Where prices are not augmented nor is our high grade standard of garments lowered.

On any of the articles enumerated below, with a purchase of any garment at \$35.00 or over.

Skirts

Blouses

Petticoats

Underwear

Gloves

Boudoir Caps

Sweaters

Knickers

Kimonos

Camisoles

Hosiery

Millinery

Cut out this advertisement and mail in your orders. Good only from December 1st to 15th inclusive.

**FORBES TAYLOR CO.**

10514-18 Jasper Avenue





## BLESS HER!

Even grown-ups feel tempted when the plate is piled high with delicious drop cakes or other dainties made in the home with

**ROBIN  
HOOD**  
The Money Back  
**FLOUR**

## Tuxedo Coffee & Spice Mills Limited

Extend to the farmers of Alberta their very best wishes for a

**Merry Christmas and a  
Prosperous and Happy  
New Year**

## SHERLOCK-MANNING PIANOS AND ORGANS

Shipped direct from factories to customers.

No high rents for showrooms, or big commissions to salesmen. Being still a member of the U. F. A. I give special attention to orders from farmers and farmers' associations. Get particulars re our cathedral organs for churches. I have a second-hand player piano with \$50 worth rolls. Price very reasonable. Terms easy. Satisfaction guaranteed.

### W. C. GILLIES

Wholesale and Retail Piano Dealer  
"Gen. Del.", Edmonton Phone 6482  
or Gadsby, Alta. Phone R305  
For references apply to Royal Bank,  
Gadsby, Alta.

# The U.F.W.A. and Junior Branch

## AN INVITATION TO ALL FARM WOMEN

All farm women are invited to join the United Farm Women of Alberta. It aims to provide for the farm woman a social centre where she may meet her neighbors and enjoy an exchange of ideas in matters of interest.

It aims to make the farm woman herself the principal factor in her own development by giving her the opportunity for self-expression.

It aims to give the farm woman the means to extend her education in public affairs and matters that are of vital interest to every woman in Canada.

It aims to lead her to co-operate with all the people on all the farms for betterment of farm conditions.

It aims to study the rural school and arrive at an understanding as to what sort of education the rural child needs to equip him for the best, the most useful and the happiest life possible.

It aims to organize the farm women 100 per cent. and thus raise the standing of the farm woman in the public esteem as a member of an organization able to demand a square deal.

The benefits to the farm woman in this association are:

Education Sociability Co-operation  
Power through Organization.

## MAGRATH U. F. W. A. GIVE PRACTICAL EXAMPLE OF SPIRIT OF ORGANIZATION

"Always on hand to assist any good move," says Mrs. Alice B. Jensen of the Magrath U. F. W. A. Local, in a letter which relates an instance of neighborly help, promptly given.

A widow, whose family numbers six, lost her home and all its contents by a fire accidentally started by one of her little sons. Nothing was saved. She had not time even to secure her hard-earned summer's wages, that had been paid to her only the night before, and put aside to buy winter necessities.

Within the week, the U. F. W. A. had arranged and carried out a shower, at which generous gifts of fruit, vegetables, groceries, bedding, etc., to the value of over \$125, were received for the family. Other institutions also gave useful assistance.

Under the able leadership of Mrs. Sarah Wilson, says Mrs. Jensen, the U. F. W. A. Local is forging ahead.

## CALGARY LOCAL U. F. W. A.

The Calgary Local of the U. F. W. A., writes the secretary, Mrs. M. L. Sibbald, is largely composed of women who have experienced pioneering conditions on the farm, and who would like to feel that they are still one with the women on the farm. She says: "We would like to visit your sick or lonely, to welcome or help young folk, or to have any woman who is spending the winter in the city attend our meetings, which are usually held in the homes of our members."

Mrs. Sibbald asks that farm women who are now in Calgary, or who intend to visit the city for any length of time, should communicate with Miss Bateman, at Central Office, or herself, at 133 Eleventh Avenue N.W., Telephone H1780.

## ENERGETIC LOCAL OF U. F. W. A. VERY MUCH ALIVE

Energetic U. F. W. A. Local, writes the secretary, Mrs. M. E. Leffingwell, of Milk River, is very much alive, having seventeen members and several prospective members. Her letter shows that this Local is appropriately named. She says:

"We were fortunate enough to have a basketry demonstration by Miss Tillie in October, which was much enjoyed. We expect to raffle a quilt in connection with our Market Day sale on Saturday, this being the day of the week we find most suitable. We sell fancy work, fresh poultry, butter, eggs, cream, vegetables, jelly, pickles, etc."

"Later in the month we will serve lunch for a corn show, and have our annual banquet. Every Christmas we have a grab bag, just among ourselves. Each puts in a present and each draws a string and gets one. We have had a program for the year, with a roll call on a different subject at each meeting and papers from various members."

"We have enjoyed the convener's reports and have passed them around to be read. We have not missed holding our regular meeting in the past two years."

## POPLAR LAKE U. F. W. A.

The November meeting of Poplar Lake U. F. W. A. Local, held at the home of Mrs. H. Runnalls, was well attended in spite of bad roads. Mrs. D. F. Kellner gave an address, dealing with the part women have played in the past in solving economic problems, and the part they must play in the future, if these problems are to be solved.

Mrs. J. W. Field, Vice-president of the Provincial U. F. W. A. and Convener of the Committee on Public Health, gave an informative talk on the achievements of the organization's different branches during the year. Mrs. Field spoke of the good work done by the Government clinics in the frontier settlements.

## QUESTIONS FOR MOTHERS Western Producer (Saskatoon)

1. If your son is killed in a war for oil, will it matter to you whether the oil becomes the property of the Shell, the Standard Oil or the Turks?

2. Can the value of young men's lives be measured in terms of gallons of oil? If so, how many soldiers should Britain sacrifice for how many gallons of oil?

## "NEW CANADA MOVEMENT" IS LAUNCHED AT OTTAWA, COM- MENDS ORGANIZATION OF FARMERS AND LABOR

(Continued from page 6)

poverty and want in Canada, save that of indolence and ignorance regarding fundamental principles.

"The development of mass intelligence and social responsibility for economic and political policy is absolutely essential. In other words, the Canadian people must show the same virility, initiative and courage in matters of economic policy and of government as characterized the great pioneers who sounded the lakes, surveyed the forests, and broke the prairies, compelling all these resources to yield their riches to the needs of man."



### How to Repeat Success of Wheat Pool Drive

The success of the drive for membership in the Alberta Wheat Pool was mainly due to the work of the U. F. A. Locals. The Boards of the new Pools are desirous of obtaining the assistance of all Local U. F. A. officers and members, in the organization of meetings of producers to discuss the contracts. Secretaries and others can render valuable assistance in obtaining signatures to the contracts.

Arrangements have been made for a conference of representatives of the Canadian Council of Agriculture and the Mortgage Loans Associations of the three Prairie Provinces to be held in Winnipeg on December 16th, for the purpose, it is stated, of discussing problems of mutual interest to the farmers and the lending institutions. The Federal Government and the Governments of the Prairie Provinces have been invited to send representatives.

### POOL SALES MANAGER



GEORGE McIVOR

Manager of the Alberta and Vancouver export business of James Richardson and Sons, who has been appointed. Western Sales Agent of the Canadian Co-operative Wheat Producers, Ltd. (the Inter-Provincial Wheat Pool) in succession to the late C. M. Elliott.

Mr. McIvor is a native of Portage la Prairie, where he was born in 1894. He entered the grain business in 1913 with the McLaughlin Grain Company of Winnipeg, and in 1916 opened an office for this firm at Lethbridge, where he remained two years. He came to Calgary in 1918 for Willard Cumming and Co. He took over the management of the export business for James Richardson and Sons in 1921, and now leaves the position with this firm to take over his new duties.

### U.S.A. FARMERS OWE FOURTEEN BILLION DOLLARS

Farmers of the United States are in debt to a total amount of \$14,000,000,000, according to a statement issued by the National Grange in convention at Atlantic City, New Jersey, ten days ago. The Grange plans to launch a national movement to obtain electrical power for rural communities at reasonable rates.

### NORTHERN LAKES'

From  
Producer

# FISH

To  
Consumer

We guarantee every fish to be NEW, WINTER CAUGHT STOCK. NOT carried over Cold Storage fish. We ship in boxes of 100 pounds or 50 pounds net. ANY VARIETY or ANY ASSORTMENT. Prices quoted are F. O. B. Big River, in 100 pound lots. For 50 pounds add ½ cent per pound.

Dressed Whitefish	per pound	10 cents
Dressed Jackfish	" "	6 "
Large Pickerel (yellow pike)	" "	10 "
Dressed Salmon Trout	" "	14 "
Round Mullet	" "	4 "

Just make up an order that will total 100 pounds or 50 pounds of fish as desired. Enclose enough money to pay for them at the prices quoted. If there is no agent at your station enclose enough additional to prepay charges. Write name and address plainly and MAIL THE LETTER TO:

**BIG RIVER CONSOLIDATED FISHERIES LTD. - Big River, Sask.**

Reference: The Royal Bank, Prince Albert.

## From Wheat to Table

a Western product and  
all Canada's Best—

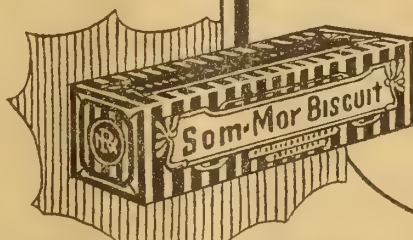
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—mouth-melting morsels.

Buy them in the striped package.

North-West Biscuit Co.  
Limited

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Saskatoon    Calgary  
Winnipeg    Vancouver  
Regina    Victoria



150

## Your Account Book and Your Bank Book

**I**F your account book shows a profit, that profit should be recorded in your bank book as entries of deposits or else it is likely to dwindle away.

It is a good plan to use the two books together. Estimate your profits in one and then transfer them to the other where they will grow even greater by the systematic addition of interest. Open a Savings Account with us at our nearest branch.

"A Bank Where Small Accounts Are Welcome"



## Bank of Montreal

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Total Assets in excess of \$650,000,000



## PROVINCE OF ALBERTA



# THE AMUSEMENTS TAX ACT

Every person attending an exhibition, performance or entertainment at a place of amusement to which an entrance or admission fee is charged shall on each admission thereto pay an amusement tax at the following rates:

1. When the price of admission is from 1c to 10c inclusive, a tax of ..... 1c
2. When the price of admission is from 11c to 30c inclusive, a tax of ..... 2½c
3. When the price of admission is from 31c to 50c inclusive, a tax of ..... 5c
4. When the price of admission is from 51c to 75c inclusive, a tax of ..... 7½c
5. When the price of admission is from 76c to \$1.00 inclusive, a tax of ..... 10c
6. When the price of admission is from \$1.01 to \$1.50 inclusive, a tax of ..... 15c
7. When the price of admission is from \$1.51 to \$2.00 inclusive, a tax of ..... 20c
8. When the price of admission is over \$2.00, a tax of ..... 25c
9. A Tax of twenty-five cents shall be paid by every person attending a boxing bout or contest, or a wrestling match.
10. Where admission is given by pass or complimentary ticket, a Tax shall be payable at the highest rate charged for the performance to which admission is granted.

**N. B.—**Tax tickets of the proper denomination must be used. For instance, if the price of admission is one dollar, a ten-cent Tax ticket must be used, not two five-cent tickets, nor four two-and-a-half-cent tickets, nor any other combination, but just one ten-cent ticket.

J. E. BROWNLEE,  
Provincial Secretary.

## Profitable Prices Should Be Obtained For Alberta Potatoes

Northern Farmers Need Not Sell "B" Stock for Less Than \$25

By Vindex Veri

Latest reports show the Eastern Provinces with large surplus. United States crop of potatoes about equals 1923, which was approximately 22 million bushels larger than 1920-21 and 22. The heavy yields are in the middle West and East with the Western States short; the Prairies and British Columbia short.

Therefore the farmers who have grown potatoes in Alberta are in a good position to get profitable prices; as when all conditions are taken into consideration the north sections do not have to sell Canada "B" stock for less than \$25 per ton; the south sections \$30 per ton, with prospects of getting from \$5 to \$10 per ton more in January and February. After then the prices will be problematical, and will be largely determined by weather conditions, because if the weather be mild and will allow for potatoes to be shipped long distances, then they will be brought in, and will have a bearing on prices.

Vast quantities of potatoes have already been imported into Manitoba and Saskatchewan from the States. Just as weather conditions permit during the winter, potatoes will be imported on account of the low prices.

Therefore it is unwise for Alberta growers of potatoes to get the idea (some have already), that each potato is likely to prove to be a gold brick.

## Resolutions For Annual Convention

### Stettler Resolutions

The Stettler Provincial Constituency Association will present the following resolution at the Convention in January:

"Whereas, our U. F. A. representatives in the Provincial Legislature have taken the stand that they receive their instructions only from the Provincial Constituency Associations and not from the Annual Convention of the organization as a whole, and,

"Whereas, our Annual Provincial Convention is and must remain the central and supreme authority in the organization;

"Therefore be it resolved, that this convention affirm its adherence to the principle that our U. F. A. members be instructed to regard the decisions of the Annual Provincial Convention as the voice of the organization acting as a whole, and that they take their final instructions from that Convention."

Redistribution is the subject of another resolution from the Stettler association, which proposes that the number of Provincial constituencies should be double that of the Federal constituencies, thus establishing a basis that will automatically expand with the growth of the Province.

Other resolutions from this association urge the Federal Government to provide at once some system of agricultural credits at a low rate of interest, repayment to be made over a long term of years, preferably 20 or 30 years; object to the forcing of settlers to give leases to mortgage companies, and call upon the Government to amend the existing legislation so that if extra security must be given to the mortgage companies it



shall be in the form of a prior crop lien instead of a lease; ask the Federal Government to prohibit the transportation of elevator screenings through the Province, and that weed inspectors be instructed to use more drastic measures for the eradication of sow thistles.

Resolutions for the Annual Convention, passed by the Pandora District Association, which were summarized in the November 15th issue, suggest that two Senators for each Province be elected by the people; request that the period of a brand shall be ten years instead of four; declare the right of Canada to amend her own Constitution; recommend that the Young People's Conference be held in July instead of in June; ask for Federal long term farm loans; and propose that where possible shipments of grain from the Wheat Pool be made via the C. N. R.

#### TO ADDRESS U. F. O. CONVENTION

William Irvine, M.P., has been invited to address the Annual Convention of the United Farmers of Ontario, on December 15th, on the relation of economic organization to political action. Mr. Irvine's address on this subject was one of the memorable features of the U. F. A. Convention in January of the present year.

#### CO-OPERATIVE MARKETING POOLS (The Canadian Co-operator)

Some years ago an American lawyer, who is a specialist in agricultural marketing projects, made a tour through Ontario under the auspices of the late Ontario Government. As a result several marketing associations were organized, but they do not, as yet, seem to have met with any substantial success. It is not likely that the fault was with the plan, or the instruction given by the expert as to the correct methods of applying it. As we have frequently pointed out in these pages for many years past, co-operative success does not so much depend upon the methods adopted as the co-operative spirit and intelligence of the people who adopt them.

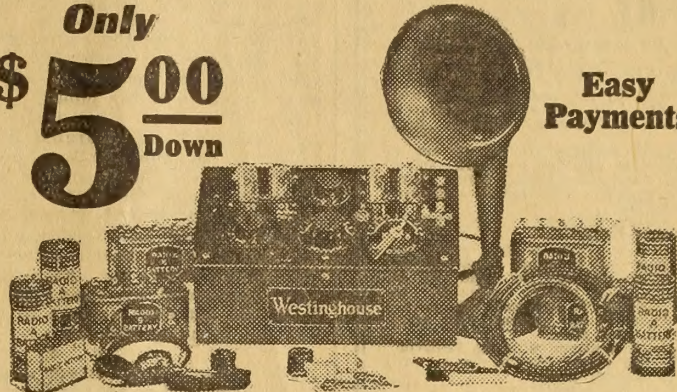
An outstanding peculiarity of true Co-operation is that the more unselfish the members are the better are their selfish interests served; and that the more each selfishly exploits the institution of which he is a member the less will it serve his selfish advantage. Hundreds of thousands of dollars are being spent annually by the farmers of this continent in seeking advice and in the elaboration and operation of plans for the orderly and economical marketing of their produce. The best of plans, and the most restrictive of long term contracts, are worse than useless if reliance thereon alone is shown. If a sufficient volume of business to insure the expected economies, and in some cases to regulate supply to the market in proportion to its needs, is not forthcoming the best laid plans break down. If a considerable number of the members of a marketing association are determined to violate their contracts in the hope of securing an advantage over their fellows, while theoretically possible, it is impracticable to enforce them. Just as it is not possible to indict a nation, it is not possible to enforce legal rights against a considerable percentage of the membership of a co-operative marketing institution without disrupting it.

"The Canadian Co-operator" is strongly in favor of co-operative marketing. It is absolutely necessary if the farmer is to secure reasonable compensation for his labor, and the use of and risk of his capital. Our aim is to emphasize the importance of a much-neglected factor necessary to its permanent success, and that is a general understanding of the true principles of Co-operation, and the cultivation of the co-operative spirit among the members. When the ranks of the members are pervaded thereby, voluntary loyalty may be relied upon, apart altogether from legally enforceable contractual obligations, which are certainly desirable if for no other reason than clearly to define the understanding between the members themselves. A social atmosphere will be created making it difficult for anyone to be disloyal without being treated by the community as a pariah.

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For the first time, this set is now offered at a popular price, on liberal terms. You can now have the genuine Radiola 3-A—four tubes, all equipment ready to set up, for only \$5.00 down and easy monthly payments.

The complete outfit includes tubes, head phones, dry cells, batteries and aerial.

You can enjoy a GOOD radio set at all times. But most pleasure is to be had in the fall, winter, and spring months. Now is the time to get your set. And you can have the best at a reasonable price, on liberal terms. Choose a Radiola 3-A, made by Westinghouse and make no mistake. There is no longer any reason why you should not have this excellent set in your home. Write today for our offer.

## Two Week's FREE Trial— Easy Payments

We guarantee you two weeks' FREE trial in your own home. Put the set up and use it just as if it were your own. Ship it back if you are not satisfied, and we will refund your money. If you decide to keep it, you can pay for it on easy terms.

## Write Today for Free Book

telling all about this great offer. Just mail a post card or letter at once, and we will send you full details of this sensational radio opportunity. Remember, this is the genuine Radiola 3-A, made by WESTINGHOUSE, the greatest manufacturer of receiving sets! Write TODAY.

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Kisbey, Sask., Nov. 4th, 1924.

CANADIAN ALADDIN CO.

Dear Sirs: I am going to drop you a line to let you know we have our house up but not quite finished inside yet, and we are delighted with the lumber, especially the siding, so I thought it was only fair to you to let you know we are pleased with everything that came for same.

If you have a catalogue with the "Pilgrim" in it, would you please send it to us, as I gave mine to another party.

Yours truly,

MRS. R. A. GORDON,

Box 47, Kisbey, Sask.

A Manitoba Owner Writes:

We are well pleased with the materials supplied, and lots more have come to look at our new home—you will get more orders from around here. Read this from Western Ontario:

"We wish to express our satisfaction with the quality of our car of lumber, and particularly the beauty of the marking of the finish."

—and Read This:

"The materials supplied are unusually good and the finish is of the best—in fact it is more finished than I had expected. Thank you for your close attention to details."

Head of the Lakes.

(Names on Request.)

Aladdin homes are permanent. NOT PORTABLE. Many styles to choose from. Write for catalogue 414. It will save you hundreds of dollars.

The Canadian Aladdin Co. Ltd.

Dept. 420, 218 Portage Ave.  
WINNIPEG

## EDITORIAL

(Continued from page 3)

That ought to be the primary duty of any political organization which has a higher aim than the fruits of office, and it is a duty to which the Progressive organization should give an immediate attention."

\* \* \*

### EQUALITY BEFORE THE LAW

If an ordinary citizen of Canada openly break the law because it is to his personal interest to do so, the courts do not regard his action as a reason why he should be guaranteed an increase in his income out of the pockets of the public.

But when the C. P. R. broke the Railway Act of Canada by charging discriminatory freight rates, the company not only escaped the payment of any penalty, but was promptly given the right to increase its tolls upon the people of the West. The company levied discriminatory rates knowing that it was acting contrary to law. At the hearing before the commission, where it was represented by expert counsel, the C. P. R. did not even venture to claim that it was not breaking the law.

\* \* \*

The Federal Government should exercise its unquestioned powers to overrule the finding of the Railway Commission. It has all the facts in its possession, and there is no occasion for delay. Whether the action of the Commission was legal or illegal, the right to overrule its decision rests with the Government.

\* \* \*

C. R. Mitchell has been elected, according to plan, as the leader of the Liberals in Alberta. Mr. Mitchell is the logical choice. His political outlook is that of the reactionary and backward looking Liberal party of today, and he is therefore its ideal representative. Those who are familiar with the history of Charles Stewart's recent visit to Alberta are wondering, however, why it should have been necessary to hold a convention to select the leader.

\* \* \*

A small, aggressive group of representatives who know what they want, are deter-

mined to fight for it, and to maintain the principles of their organization, can accomplish more and are more certain of success than a much larger group which lacks these qualities. An examination of the pages of Hansard, the official record of the House of Commons, and of the reports of the committees, proves it. Fighting spirit and concentration on essentials are preferable, from the people's standpoint, to Parliamentary wirepulling.

\* \* \*

### U. F. A. ORGANIZATION

(Alberta Labor News)

"If the help of others than farmers is desired by the Government of Alberta, would it not be well advised to take a leaf out of the Ontario book and seek to establish a single organization appealing to both urban and rural voters?" This is the question of the Edmonton Journal in connection with the statement of Premier Greenfield relative to the desire of the U. F. A. to co-operate in government with other progressive groups. It is strange—or is it strange?—that the Journal and other spokesmen of the old parties should be so anxious for the farmers to depart from their present form of organization.

The Labor News does not believe for a moment that the Journal lacks understanding of the position taken by the U. F. A. in regard to political organization. And it is doubtful if the Journal would contend that the form of organization adopted by the farmers has proven unsuccessful. Why, therefore, should there be such an anxiety to have the U. F. A. "broaden out"?

The United Farmers of Alberta have the finest organization of farmers on this continent. The U. F. A. is strong, virile and united. It will remain so as long as the present form of organization is adhered to. And, by the same token, just as soon as the farmers of this Province depart from the economic basis of organization, just at that point will the disintegrating process set in. And that, without doubt, is the reason why the newspapers and spokesmen of the old political parties are anxious for the U. F. A. to "broaden out."

## All Locals Should Bring Membership Up to Strength for Convention

Director for East Calgary Discusses Recent Achievement of Organization in Co-operation, and Calls for Renewed Efforts—Calgary Convention Dec. 9th

To the Editor, "The U. F. A."

As the annual convention for old East and West Calgary is near at hand, being called for the 9th inst., and the financial year of our organization being about closed, I would hereby ask you for enough space to remind the farm men and women of the great importance of getting busy now that the worst season in farming operations is over. Our organization needs your fullest co-operation at all times.

Many of our Locals did well last year by increasing their membership, but there were two or three Locals last year and a few Locals this year which have not kept in good standing financially in East Calgary. Now let us stop and think and ask ourselves the question, can we afford to let our organization suffer by our inaction, remembering that our U. F. A. is made up of individuals and Locals.

Surely we ought to forget any little imperfections we might see in our Locals or our neighbors, and lift our eyes to the big broad principles of our own farmers' organization, and think of what we have accomplished in the past, what we may accomplish in the future if we are alive to our duty and our privilege.

When we think of what we have accomplished in the last year or a little more, we realize that in spite of what appeared to be insuperable difficulties, real progress has been made.

### Real Achievements of Organization

Who would have thought a few years ago that we could have a Wheat Pool running so successfully, and now the Inter-Provincial Pool, and a Stock Pool, Dairy Pool, and

Poultry and Egg Pool coming along. We trust the latter three will be in good running order very soon.

Surely things are looking brighter, and it only behoves each and every farmer to resolve that we will withstand the temptings of the enemy, for they are ever on the alert and would like to find us napping.

We are proud that we have made some advance towards better legislation. We are determined to fight against the action of the Railway Commission in abrogating the Crow's Nest Pass Agreement, after the valiant efforts of our Farmer members together with the Independent and Labor members, in fighting for our rights at the last session of Parliament. We trust that public sentiment will be great enough to have the action of the Railway Commission annulled.

I sincerely hope the Locals that are now inactive will strive to get reorganized before the end of the year yet, and be in a position to be represented at our big Convention in January.

Hoping to see as many as can possibly attend our annual district convention on the 9th of December in Nolan's Hall, Calgary.

I remain, Yours sincerely,

S. J. EWING,

U. F. A. Director for East Calgary.

Irricana, Alta.

P.S.—Owing to new lines being established for East and West Calgary, under the redistribution bill, it will likely be our last joint convention held for those two district associations so we should try and make this one the best yet held.—S. J. E.

## FOR Winter Evening Study Correspondence Courses In Economics

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2. Economics of Agriculture.
3. Money and Banking.

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100 S. C. ANCONA COCKERELS FOR sale at \$2.00, \$3.00, \$5.00, from good laying stock; geese strain. J. A. Harron, Venn, Sask.

COCKERELS—S. C. ANCONAS, Shepherd's famous poultry, \$2.00 each. Box 1751, Calgary. Phone R2112.

PURE-BRED ROSE COMB BROWN LEGHORN cockerels at \$1.50 each, from prize winning stock. A. McFady, Erskine, Alta.

FARMERS, BUY YOUR BREEDING COCKERELS at Alberta Provincial Poultry Show, Calgary, December 9th to 12th.

PURE BRED TOULOUSE GEESSE EITHER sex, \$2.50. White Wyandotte cockerels, \$1.50. R. Gould, Bittern Lake.

PURE BRED BARRED ROCK AND WHITE Wyandotte cockerels, \$1.50 each; three \$4.00; selected birds. Pullets, \$1.25. Mrs. John McGinitie, Tofield, Alta.

PURE BRED BUFF ORPINGTON COCKERELS, heavy laying strain. Price \$3.00 and \$5.00 each. Mrs. P. C. Loree, Nanton, Alberta.

S. C. WHITE LEGHORN COCKERELS, individually pedigreed from 200 to 265 egg hens. Sire Mediterranean champion Lethbridge (dam 292 eggs). Choice Government leg-banded R.O.P. birds, \$4.00 to \$10.00. Excellent standard qualities, highest egg production; no beefy combs or high tails. Laywell Poultry Farm, Macleod, Alta.

BARRED ROCK COCKERELS—I AM OFFERING for the first time in Alberta a few Dominion Government inspected and banded Barred Rock cockerels from my Record of Performance flock. Prices from \$7.50 to \$15 each. Pedigree furnished. I have also some choice cockerels from R.O.P. pens, some equally as good as the above but which were not eligible for banding this year. Prices from \$5 to \$10. Pedigrees furnished. My pen in the Ottawa Laying Contest this year stood fifth place amongst twenty Dominion-wide Barred Rock entries, and at the Lethbridge Contest my pen was third in the Barred Rocks and seventh in the whole Contest, averaging over 200 eggs per bird. Major H. G. L. Strange, Fenndale Farm, Fenn, Alberta.

FOR SALE—S. C. RHODE ISLAND RED cock from hen with 185 egg record, \$6.00; also four cockerels from this cock and good laying, well colored pen of Government inspected hens, \$5.00 each. Mrs. R. M. Walker, Nanton, Alta.

SPECIAL PRICE UNTIL DEC. 15TH. Single comb White Leghorn cockerels, \$1.75. White Wyandottes, \$2.00. Toulouse geese, either sex, \$2.75. White Holland turkeys, either sex, \$3.00. Fred Rosekrans, Edberg, Alta.

TAMWORTHS AND WHITE LEGHORNS—Ham and Eggs—Money makers for these days. Best breeding stock. Thos. Noble, High How Stock Farm, Daysland, Alta.

GEESSE FOR SALE, EACH \$1.50. Ganders, \$2.50; one huge pure bred gander, \$5.00. Mrs. E. R. Tillotson, Craigmyle, Alta.

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CORDWOOD AND FENCE POSTS, TAMARACK, cedar and willow posts, poles and slabs. Write for delivered prices. Enterprise Lumber Company, Edmonton, Alta.

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GARMENTS AND HOUSEHOLD GOODS OF all kinds cleaned or dyed. Price list and information upon request. Empire Cleaning & Dyeing Co. Ltd., 234-236 Twelfth Avenue West Calgary Alberta

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THE FINEST GOVERNMENT INSPECTED and registered silver foxes. Every animal sold for breeding purposes an A-1 in quality, none better. Write today. F. L. Seach, St. Rose, Man.

SILVER BLACK FOXES ARE VERY PROFITABLE. Get the world's best and most prolific strain. Government registered foxes at prices just a little higher than the value of the pelt. See these foxes at the Silver Bow Fur Farm, 1806 12th Ave. West. Phone Rural 2716.

## Classified Advertising Section

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BOX OF RED BERRIED HOLLY AND Irish Ivy sent to any post office in Alberta for one dollar. Deep Creek Farm, Langley Fort, B. C.

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SHORT OF ROOM, REDUCING HERD, must sacrifice—Two registered Red Polled cows, 1 bull and 8 grade cows, tuberculin tested, young, good stuff; \$700 takes the bunch. Might sell separately. Also Yorkshire herd boar, Lacombe Repeater 10, sired by College Y 175, and yearling of his get from litter of 16. Write for prices. M. J. Howes & Sons, Millet, Alta.

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HOGS THRIVE ON BURNS' DIGESTER Tankage, \$2.50 sack, \$45.00 ton. We carry full line of poultry feeds and supplies, laying and growing mash, meat scrap, leg bands, etc. Write for catalogue. P. J. Timms, Mission Bridge Feed Store, Calgary.

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FISH, COLD LAKE TROUT, DRESSED, \$10, hundred pound box. Whitefish, \$8.50, available Dec. 15th; cash with order. Z. A. Lefebvre, Cold Lake, Alta.

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WANTED TO RENT—FARM BETWEEN Claresholm and Edmonton; buy equipment. Wittichen's Limited, Calgary.

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FOR SALE—REGISTERED DUROC BOARS, May 1st farrow, imported sire and dam, \$30.00 each; crated, F.O.B. Satisfaction guaranteed. W. L. Gray, Millet, Alta.

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England's Favorite Bacon Breed  
From my herd of imported animals I can spare a few gilts ready for breeding at \$25 each, papers included. A few fall weanling pigs at \$15 each.

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